

FIG. 1

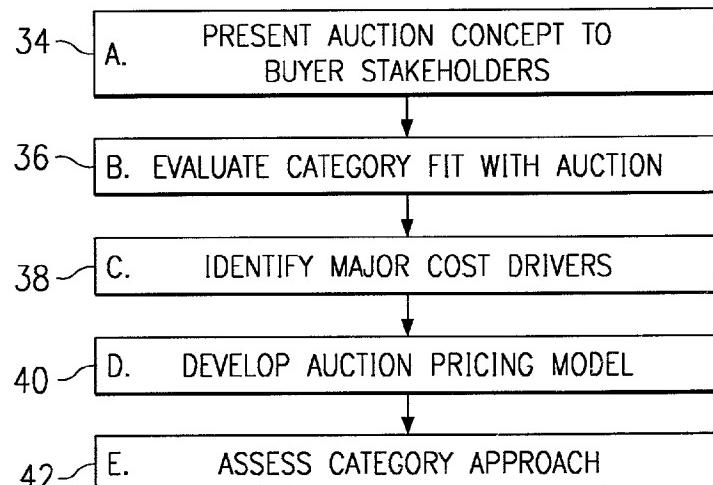


FIG. 2

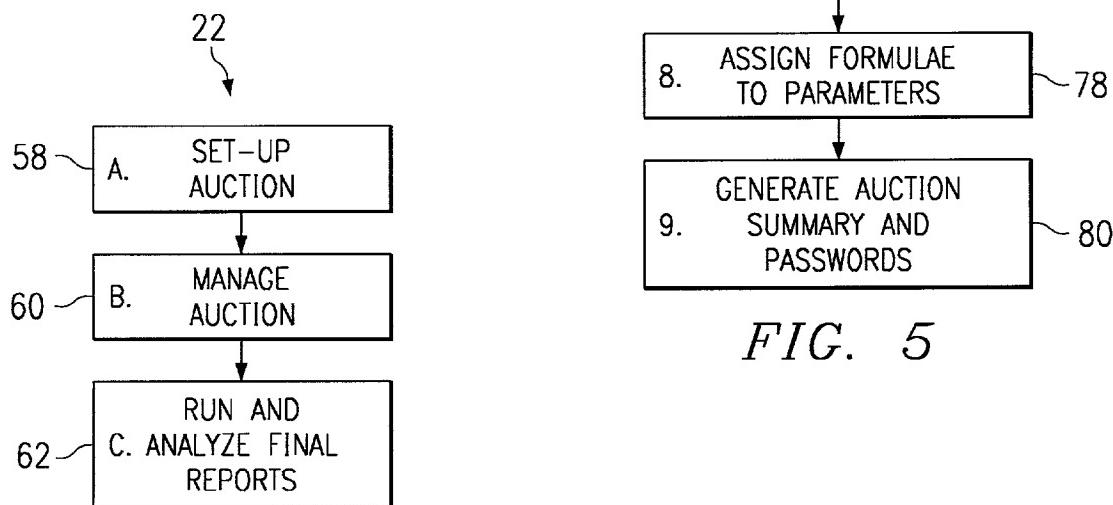
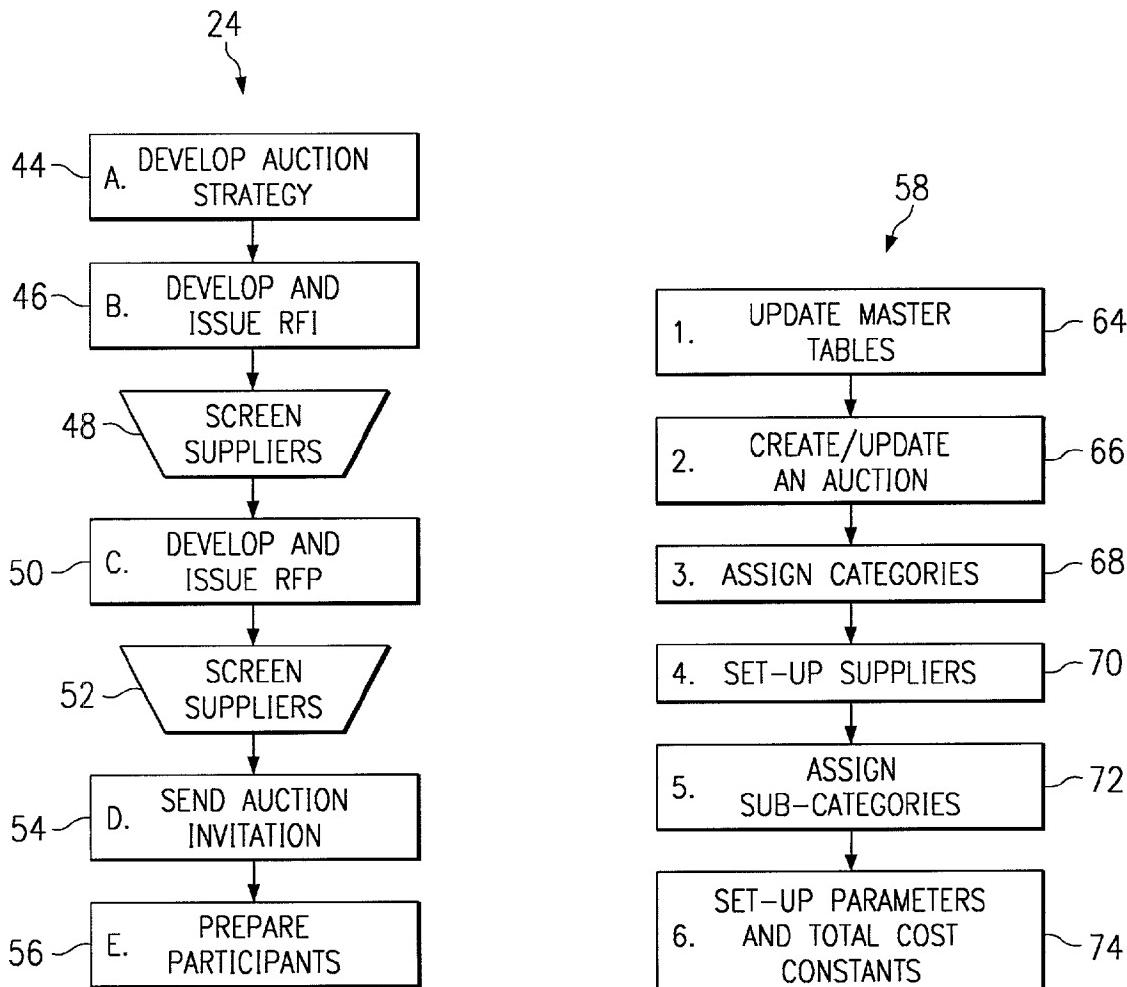


FIG. 5

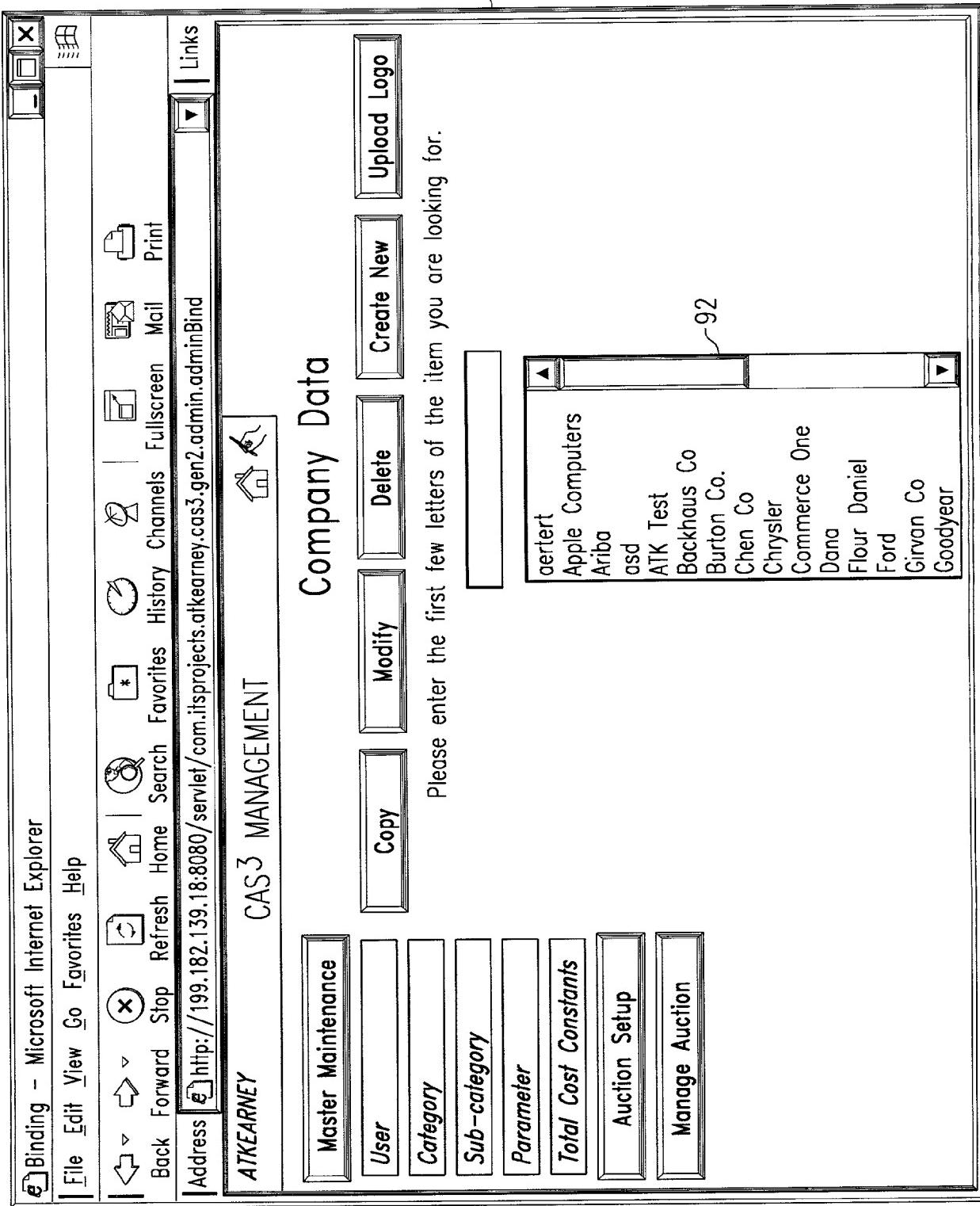


FIG. 6

ATKEARNEY CAS3 MANAGEMENT 

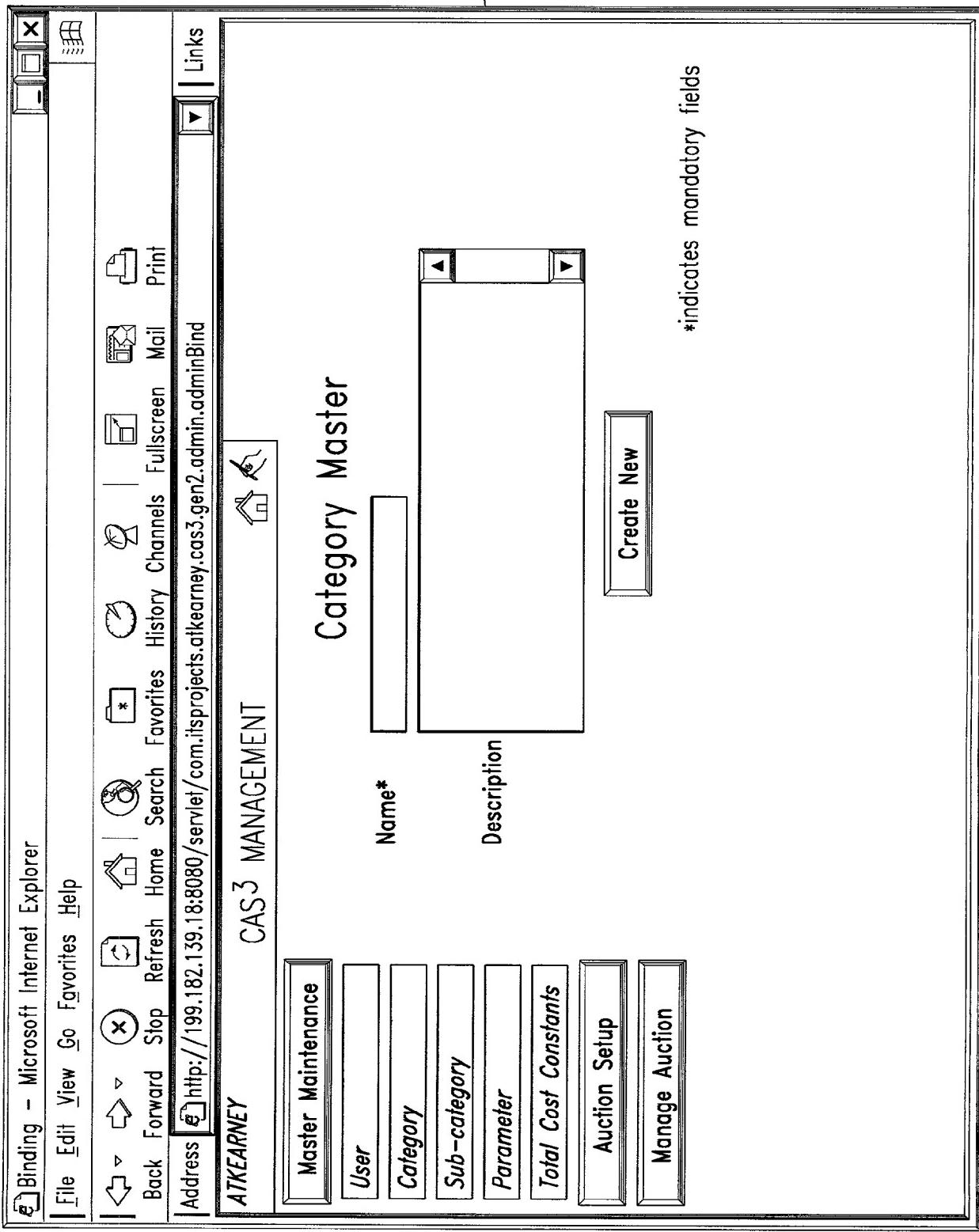
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Master Maintenance	Company Name*	Login Name*
User	Contact Name*	Email*
Category	Is Admin	Confirm Password
Sub-category	Admin Password	City*
Parameter	Street Address 1*	State
Total Cost Constants	Street Address 2	Country*
Auction Setup	Zip*	Fax*
Manage Auction	Phone*	Duns Number
	Contact Cell Number	Language*
	Time Zone	User Defined 2
	GMT	
	User Defined 1	
	User Defined 3	
	Minority Owned	
	No	Women Owned
	Create New	

*indicates mandatory fields

FIG. 7

FIG. 8



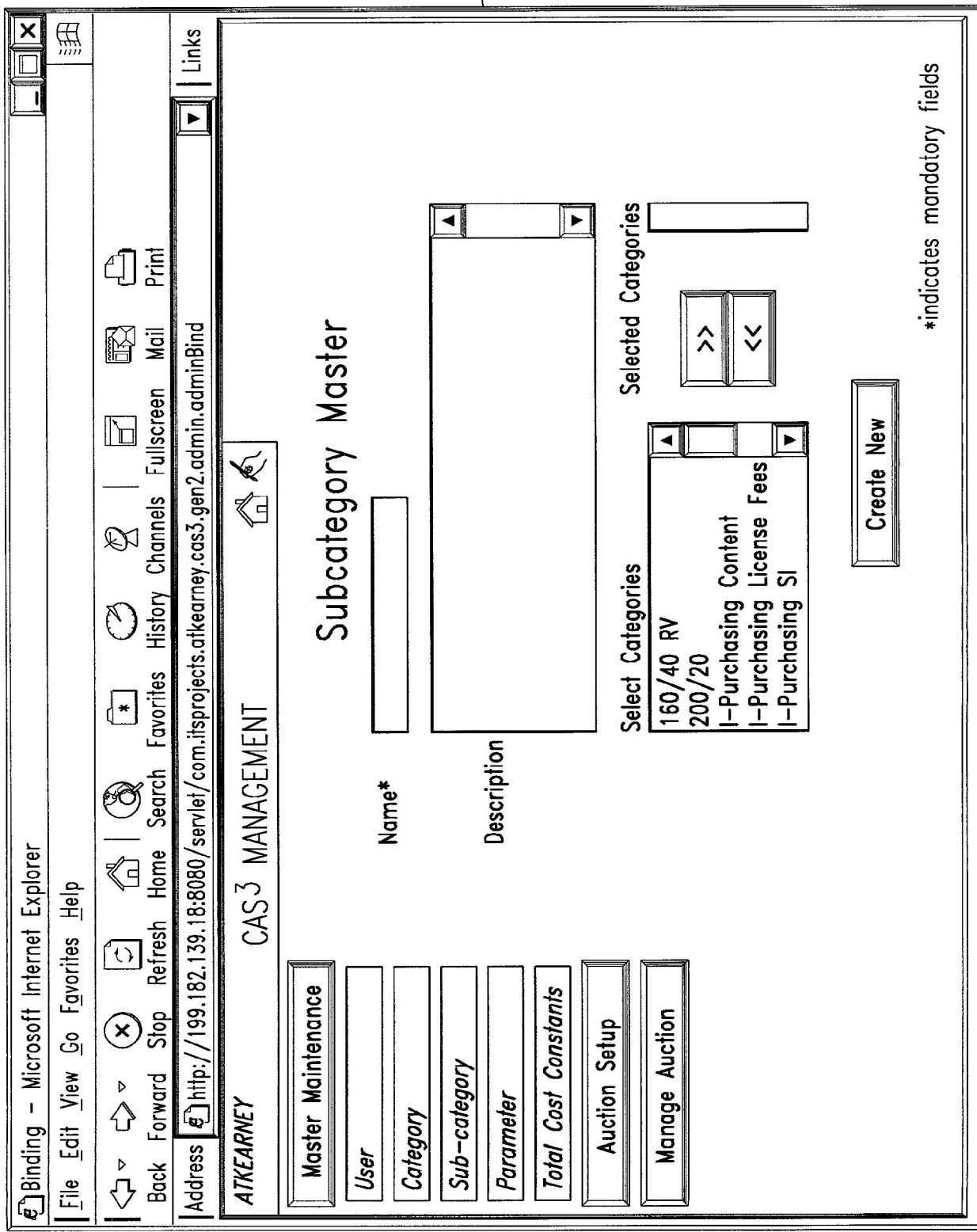


FIG. 9

*indicates mandatory fields

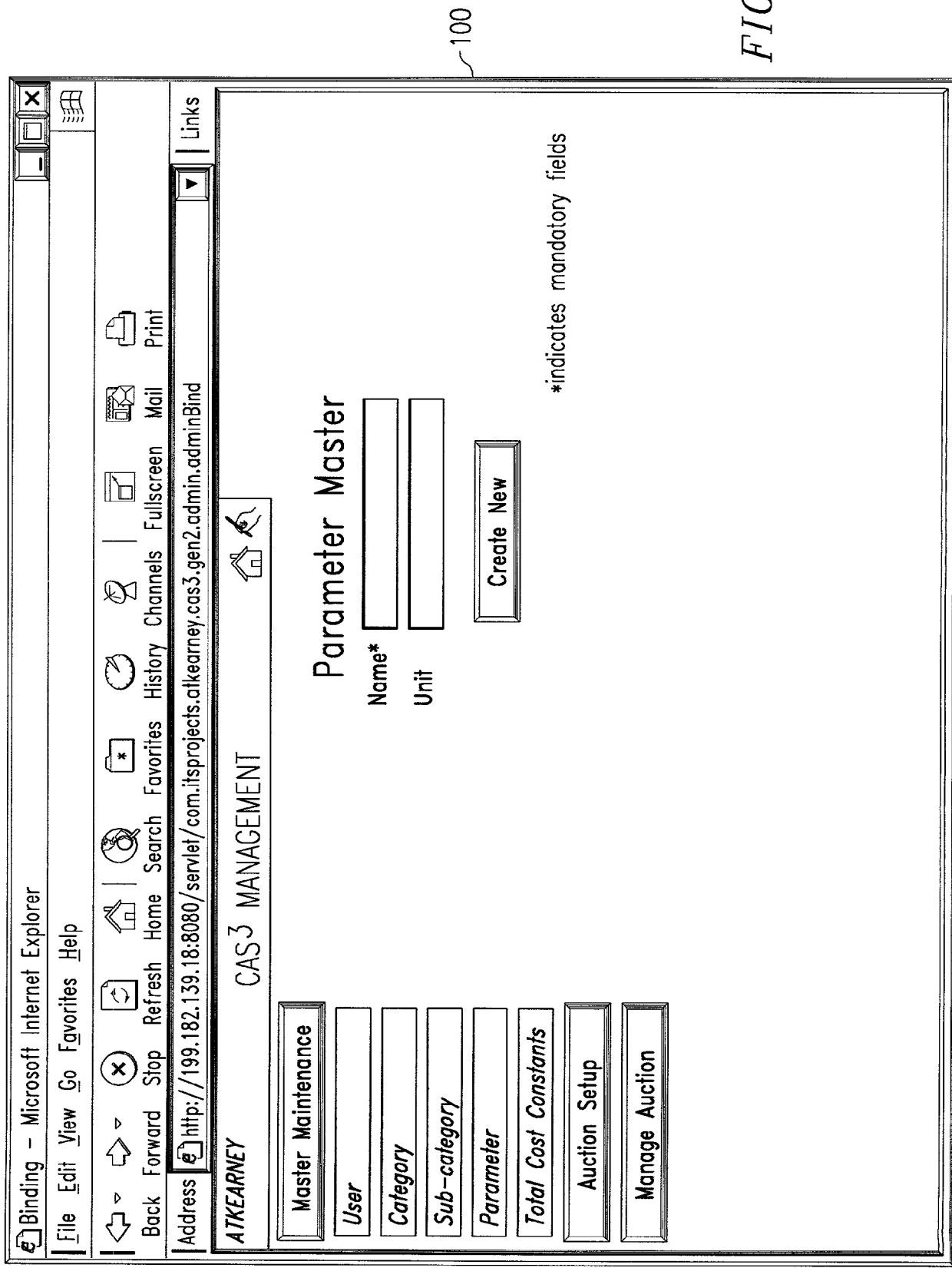


FIG. 10

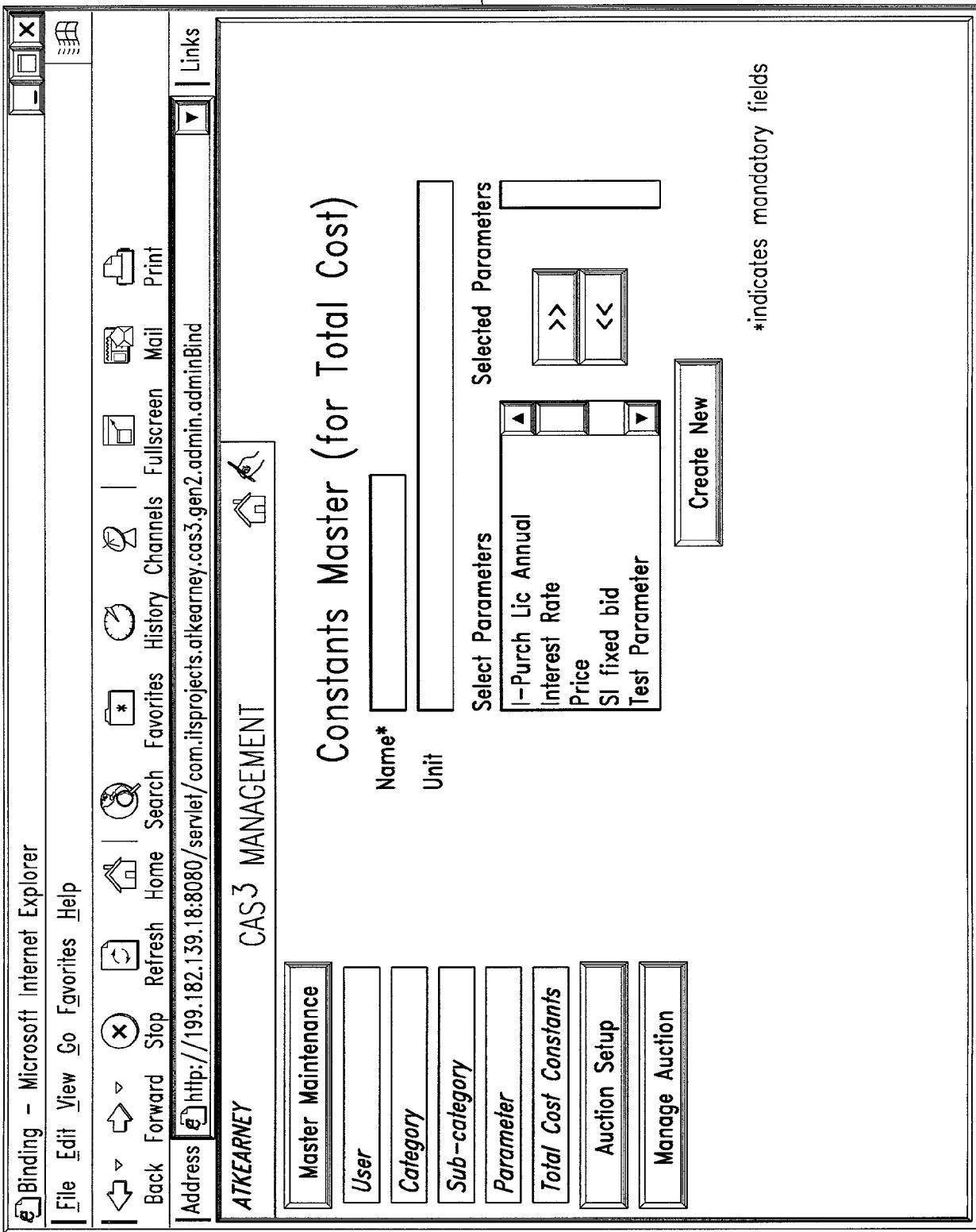
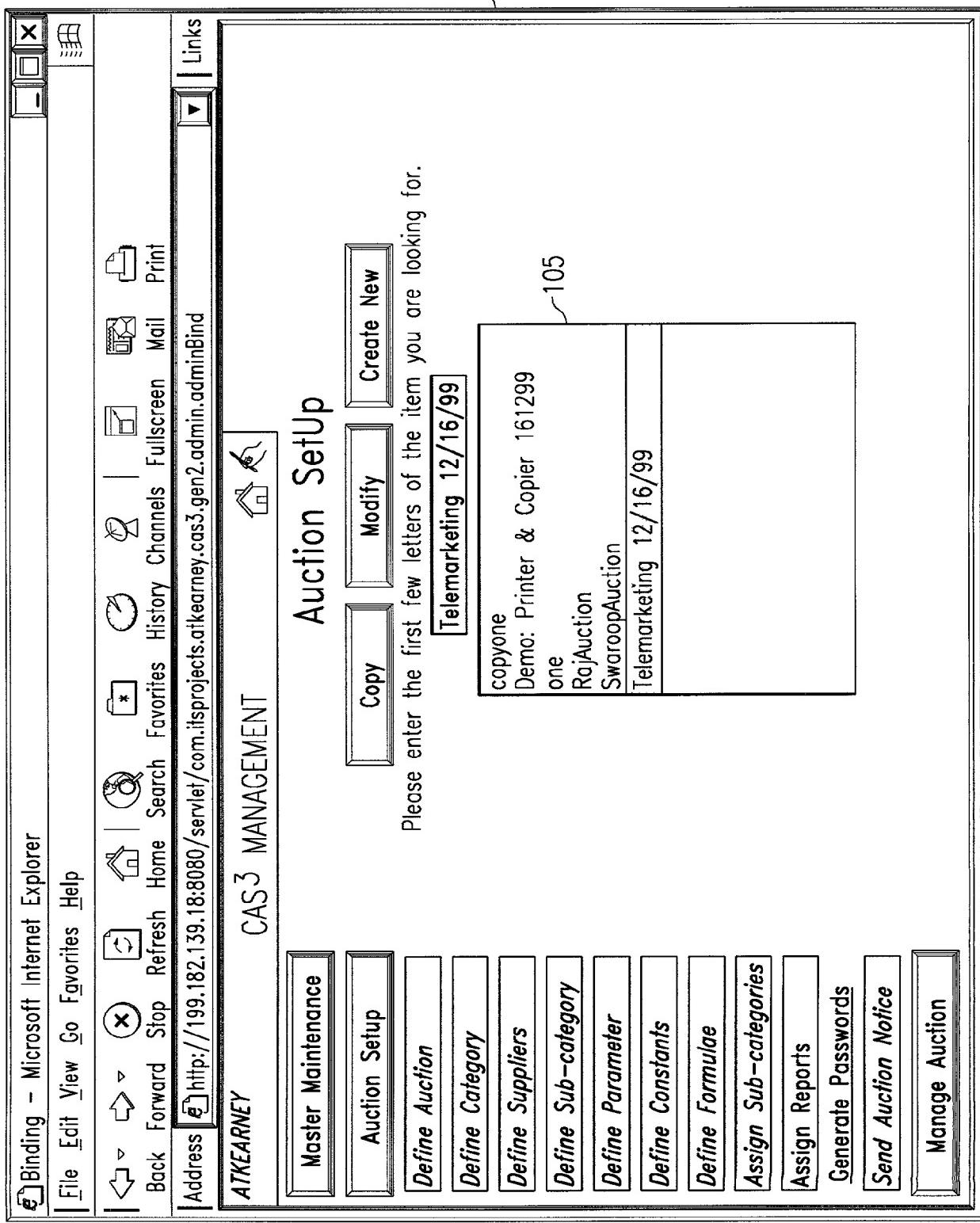


FIG. 11



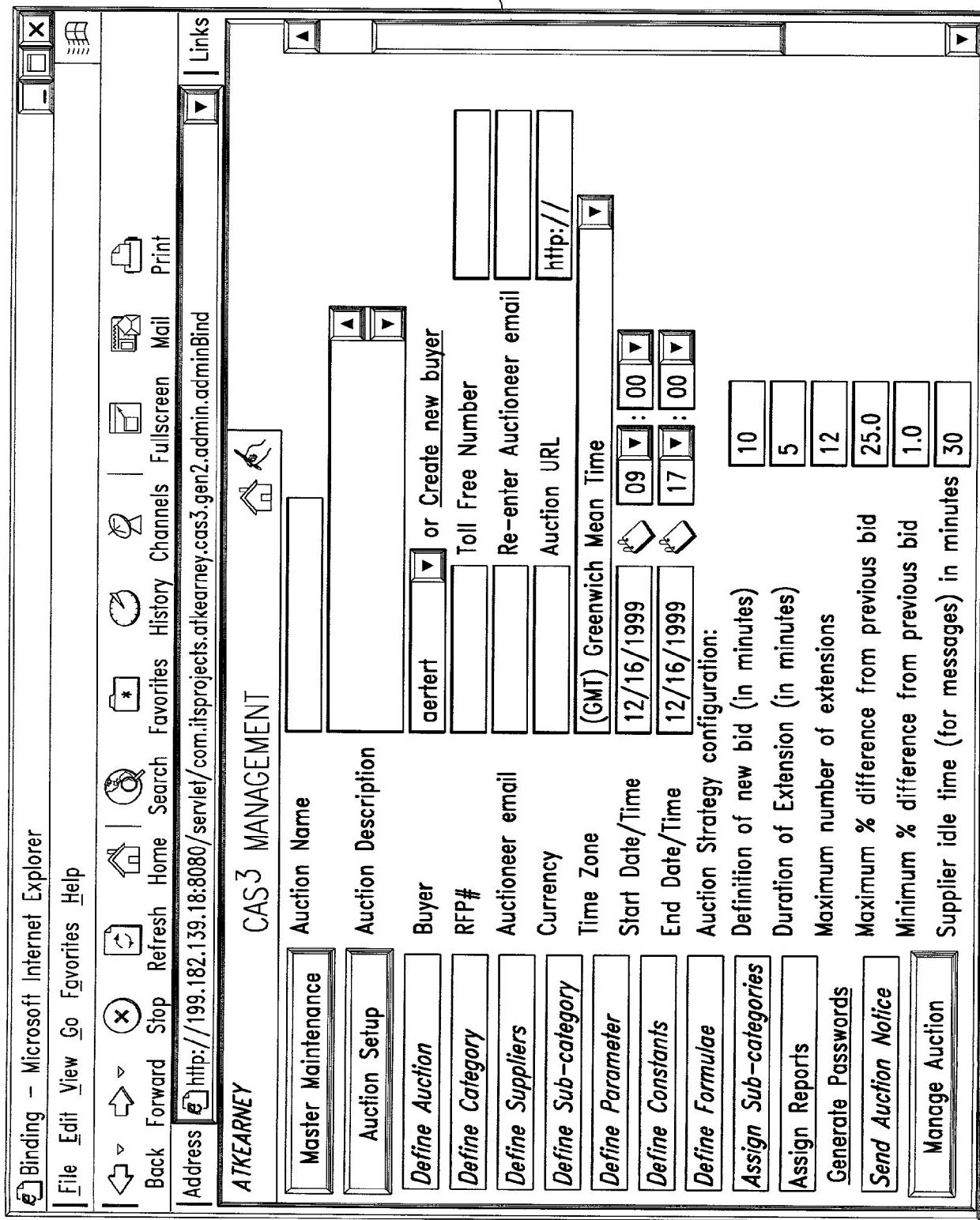


FIG. 12B

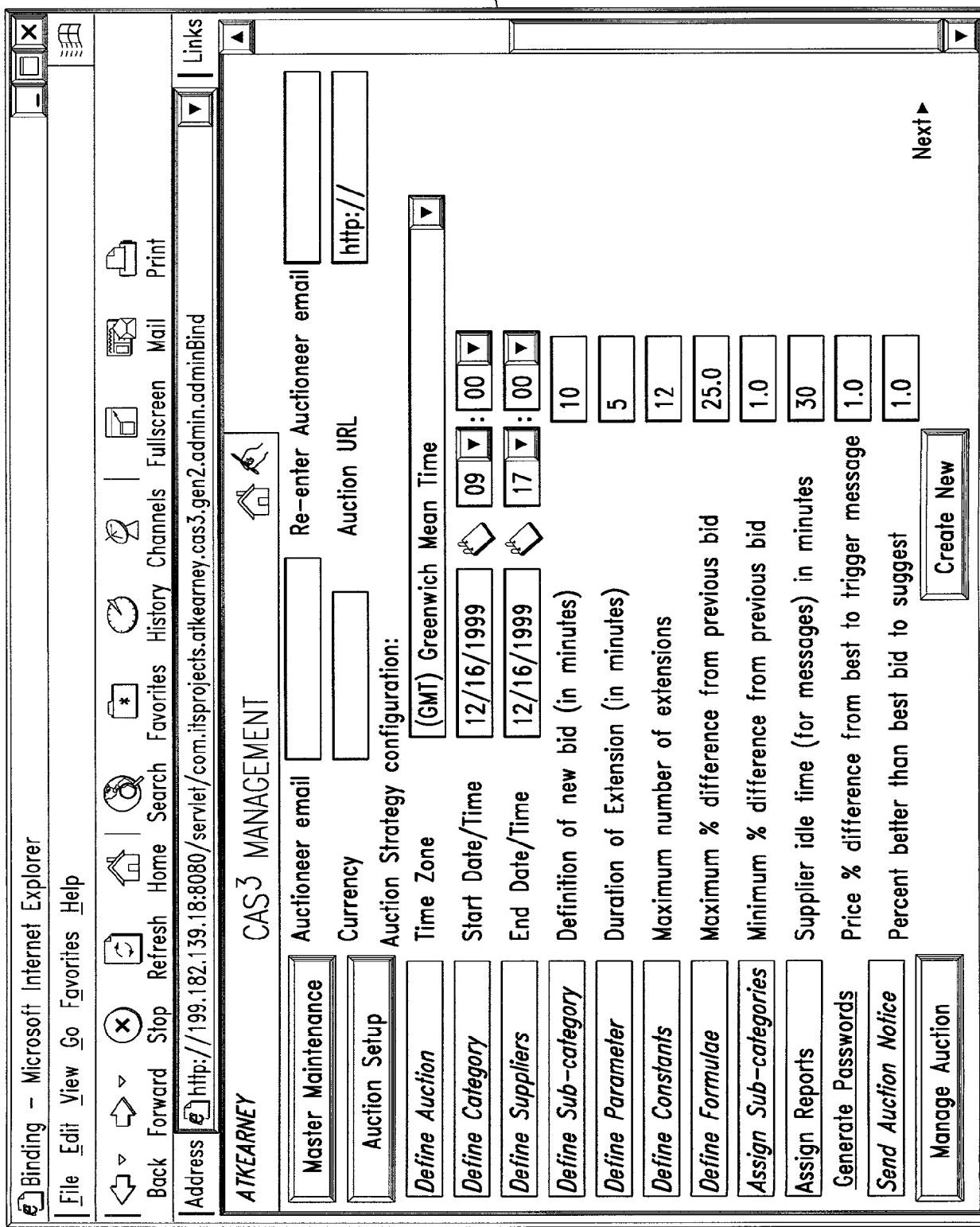


FIG. 12C

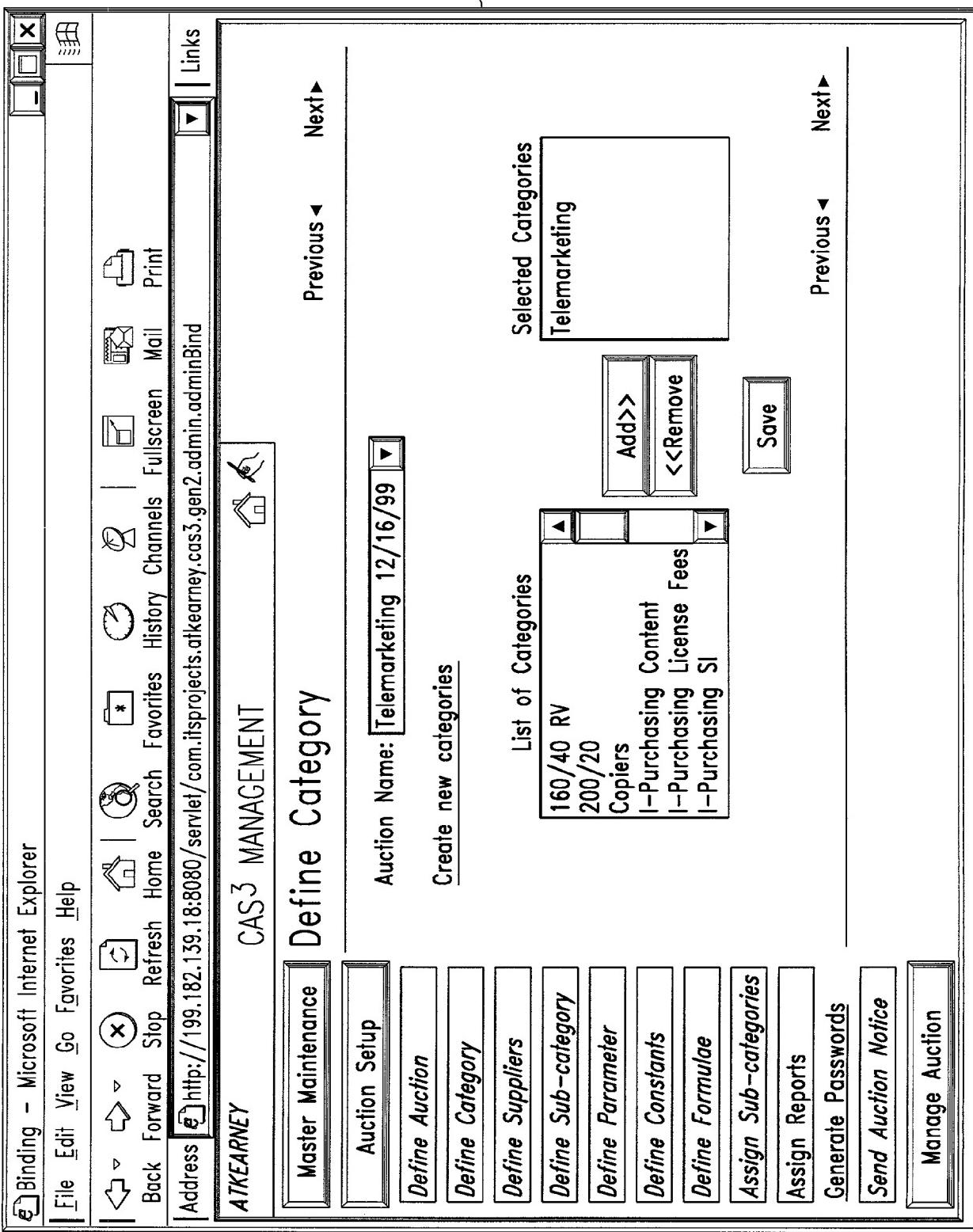


FIG. 13

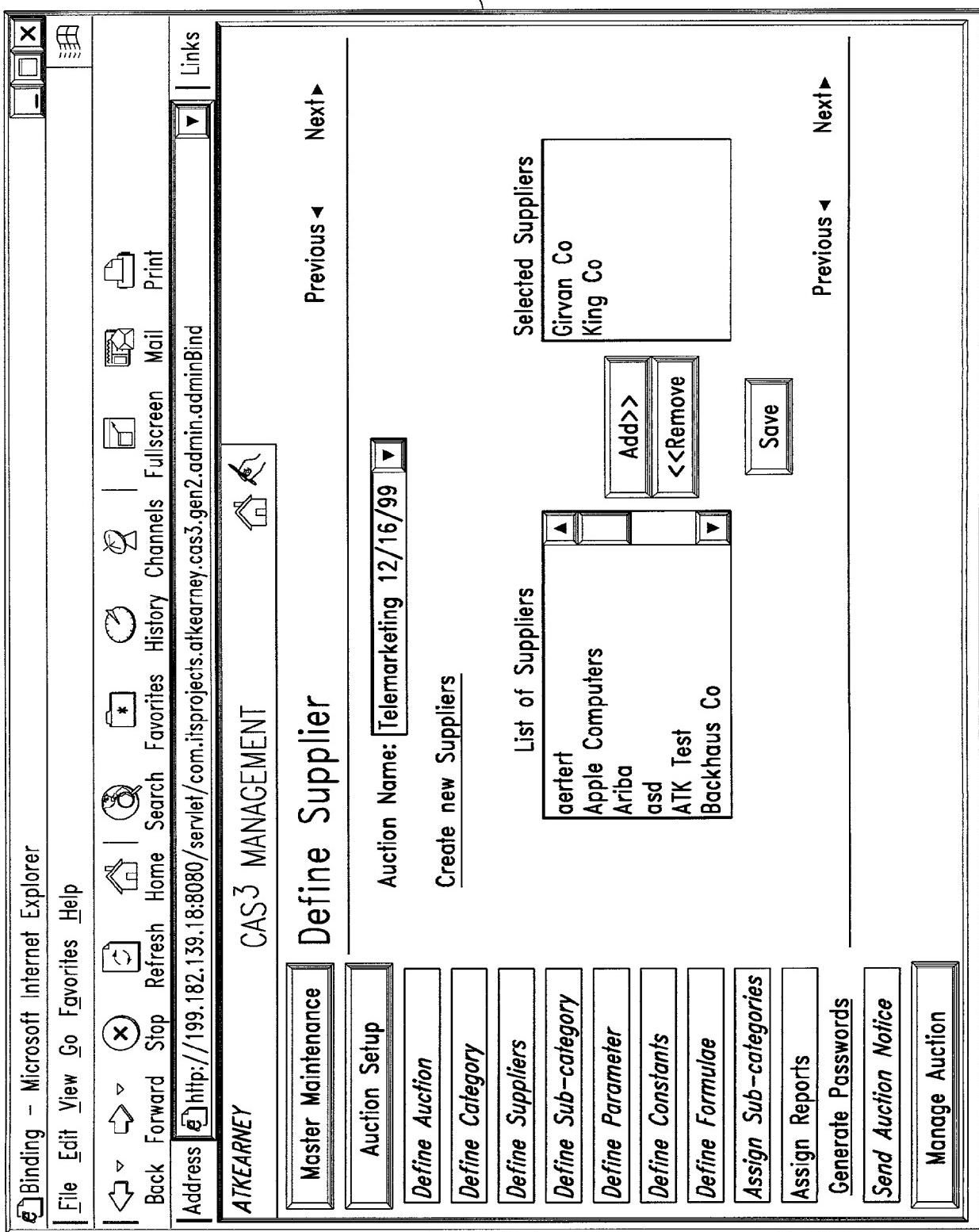


FIG. 14

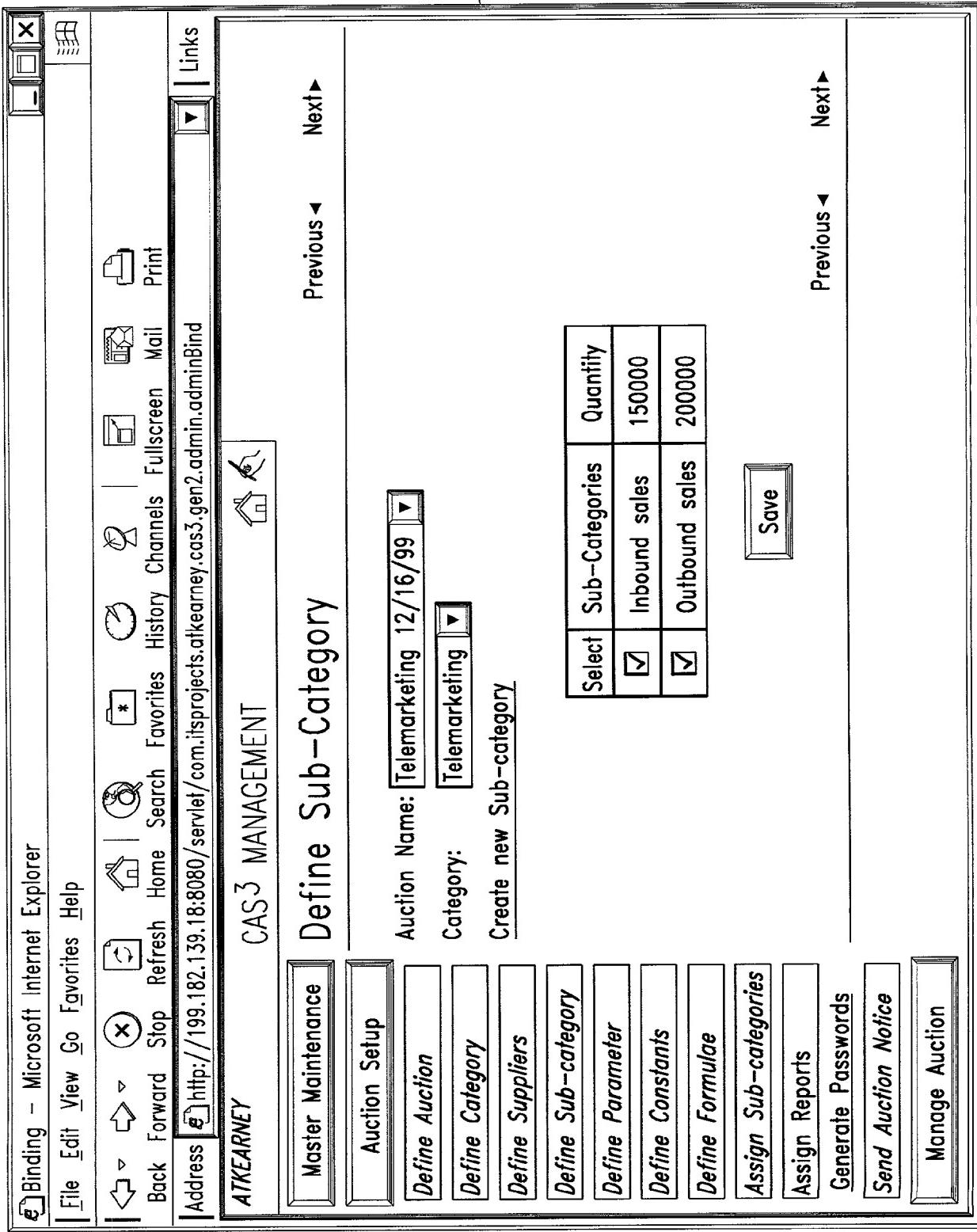


FIG. 15

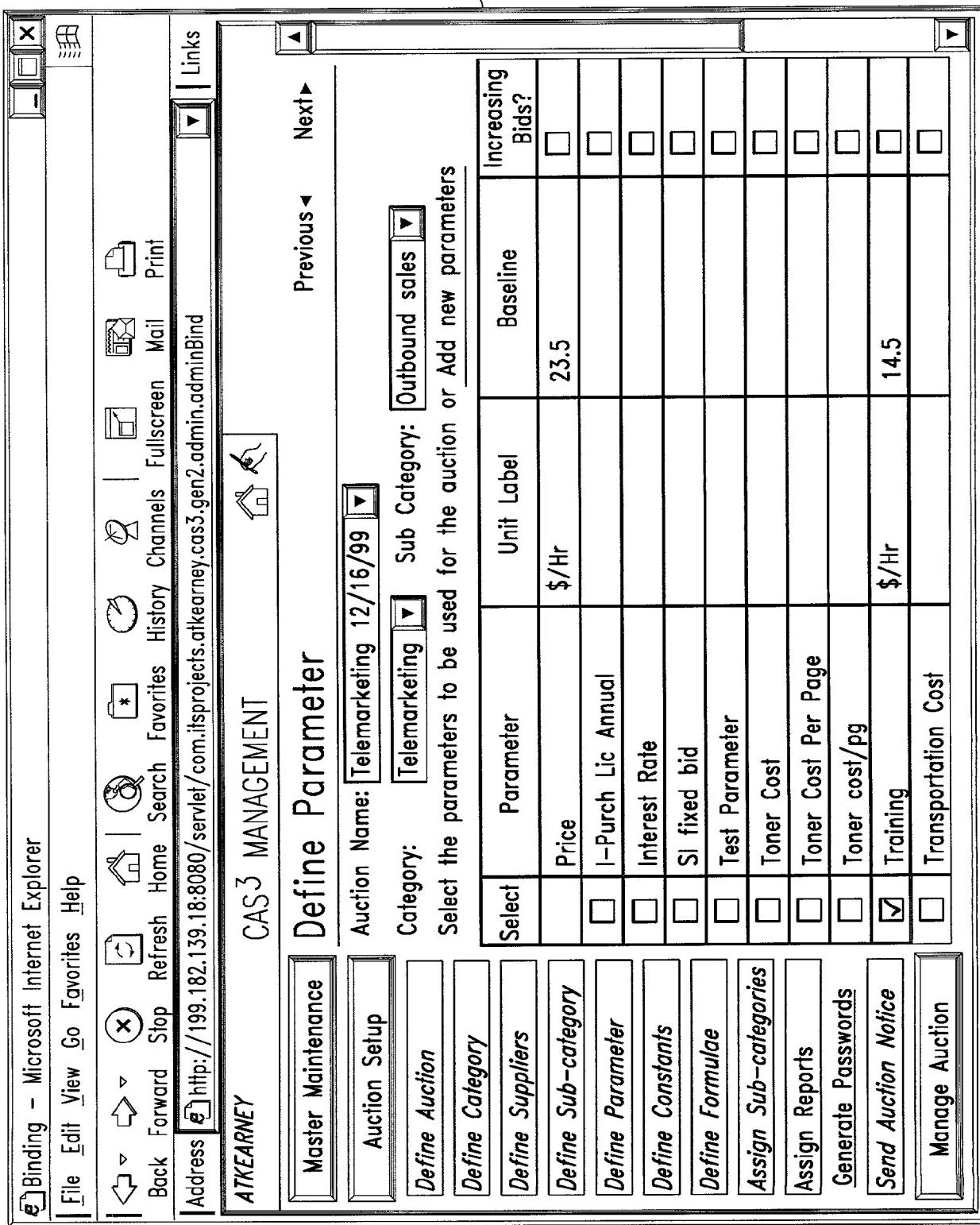


FIG. 16A

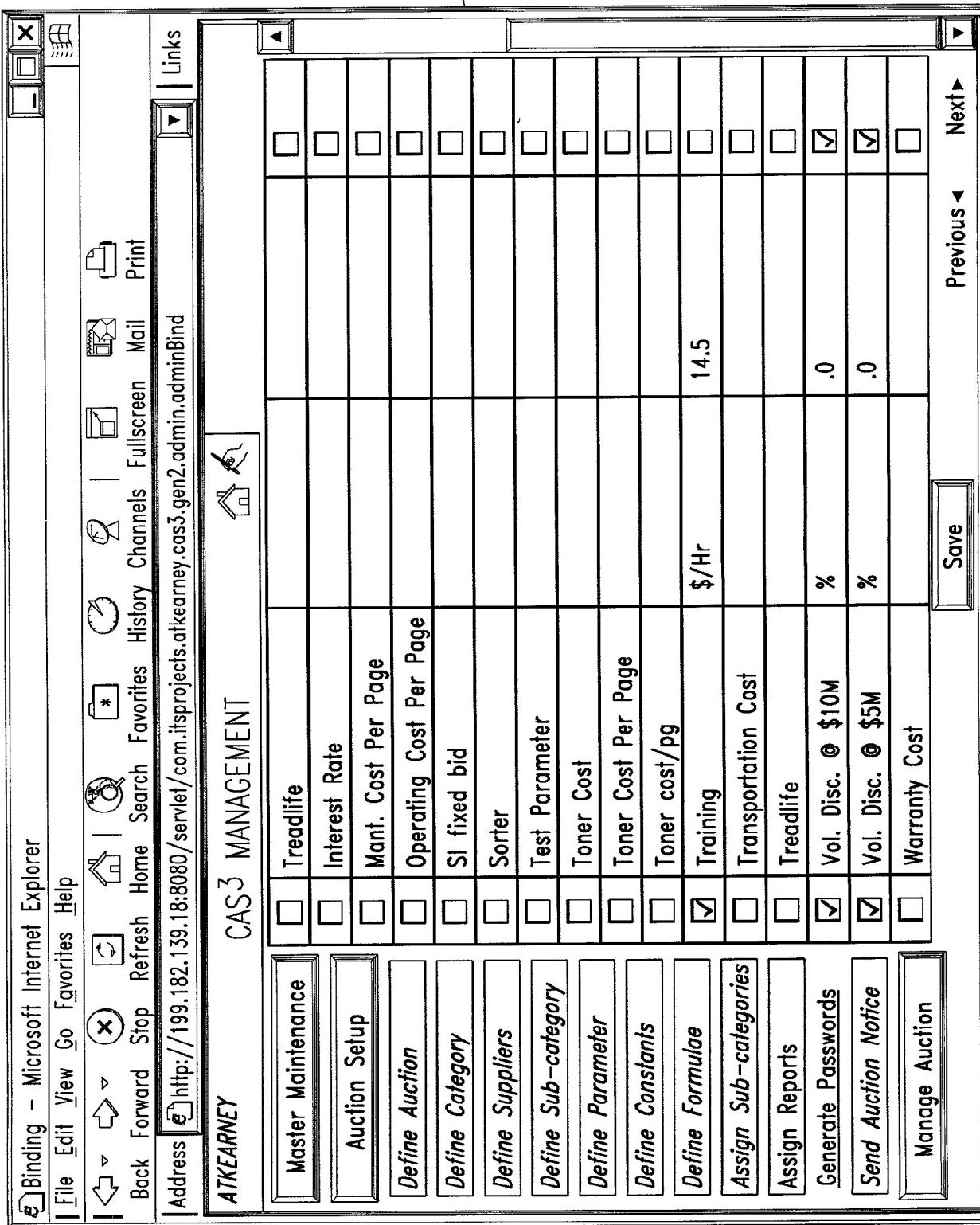


FIG. 16B

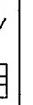
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Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Print Mail Links

Address http://199.182.139.18:8080/servlet/com.jsp.projects.atkearney.cas3.gen2.admin.adminBind

ATKEARNEY CAS3 MANAGEMENT 

Master Maintenance Define Constants

Auction Setup Auction Name: Telemarketing 12/16/99 

Define Auction Category: Telemarketing 

Define Category Sub Category: Outbound sales 

Define Suppliers Parameters: Training 

Define Sub-category Select the constants to be used in the formulas of the parameters or Add new constants

Select	Constants for Total Cost	Value
<input type="checkbox"/>	Total hours-inbound	
<input checked="" type="checkbox"/>	Total hours-outbound	2000000.0
<input checked="" type="checkbox"/>	Training hours-outbound	5000.0
<input type="checkbox"/>	Training hours-inbound	

Define Parameter 

Define Constants

Define Formulae

Assign Sub-categories

Assign Reports

Generate Passwords

Send Auction Notice

Manage Auction

Previous ▶ Next ▶

FIG. 17

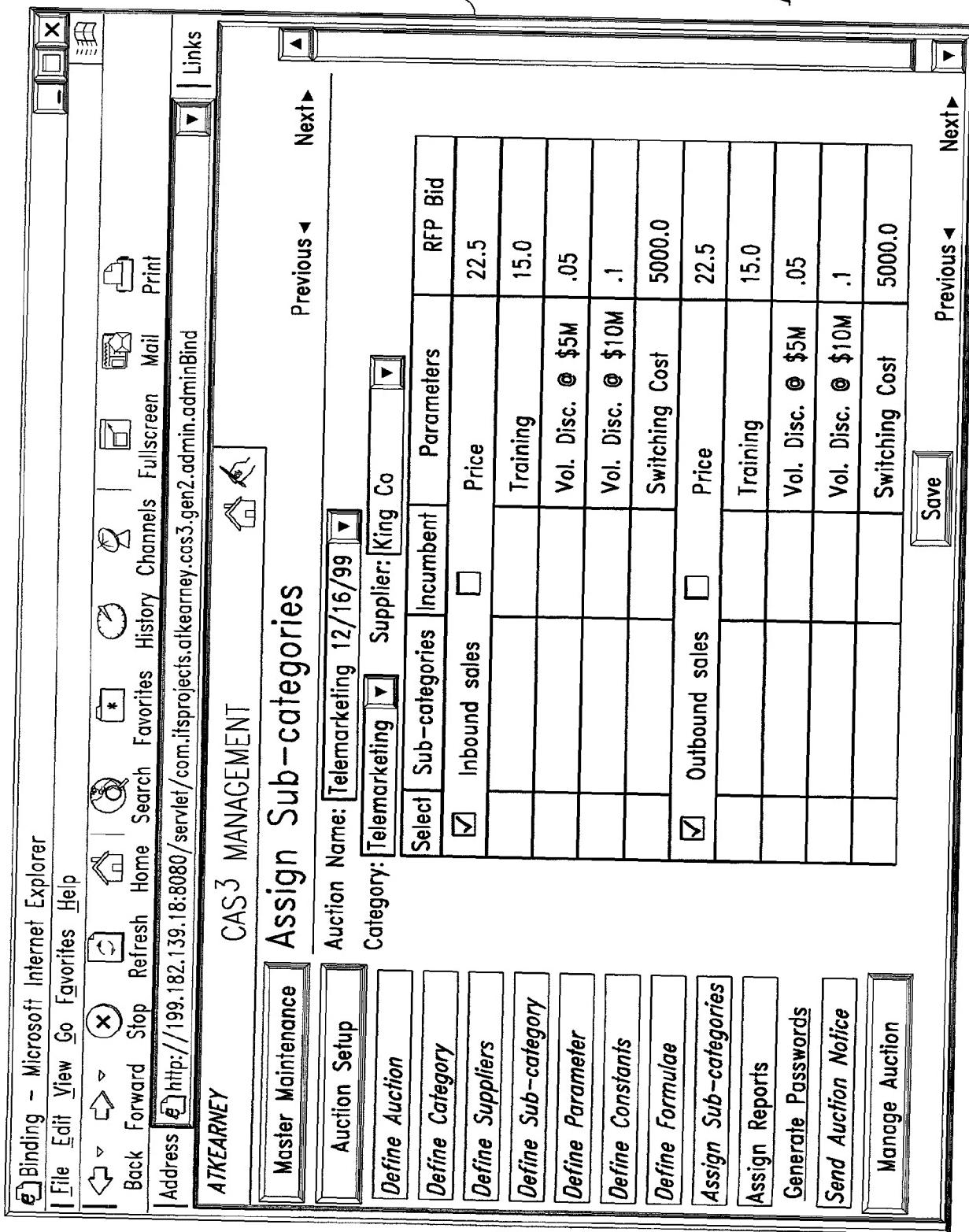


FIG. 18

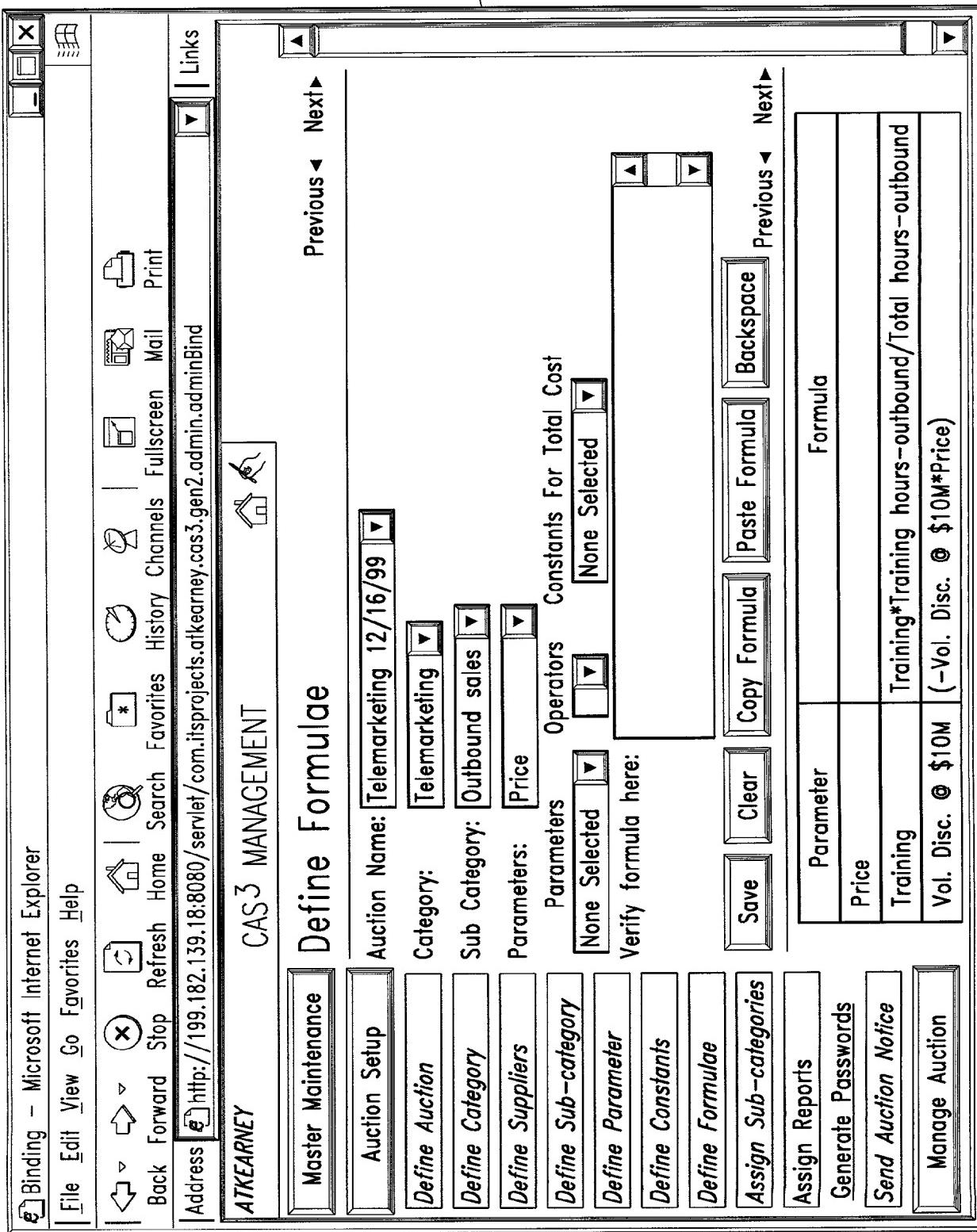
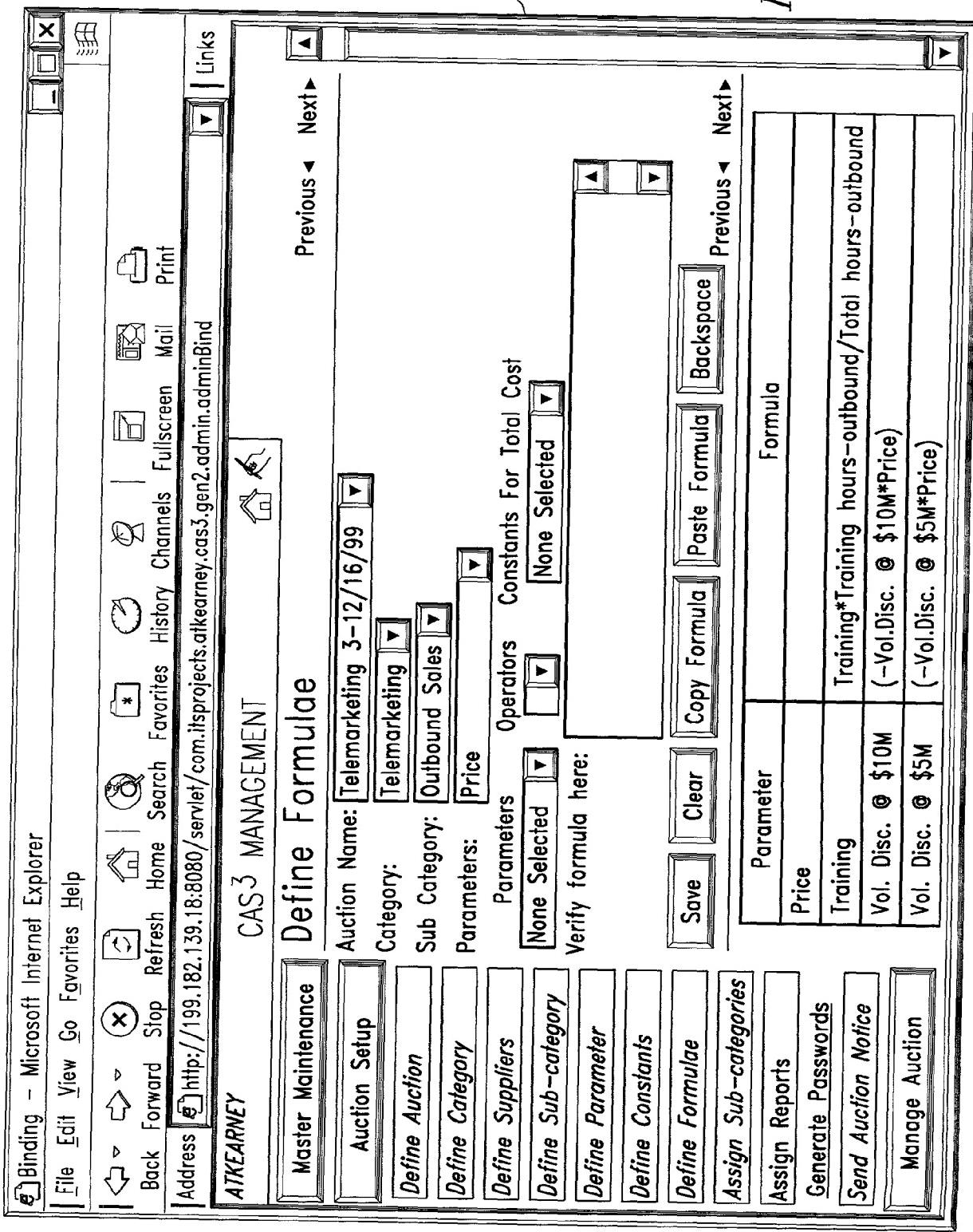


FIG. 19A



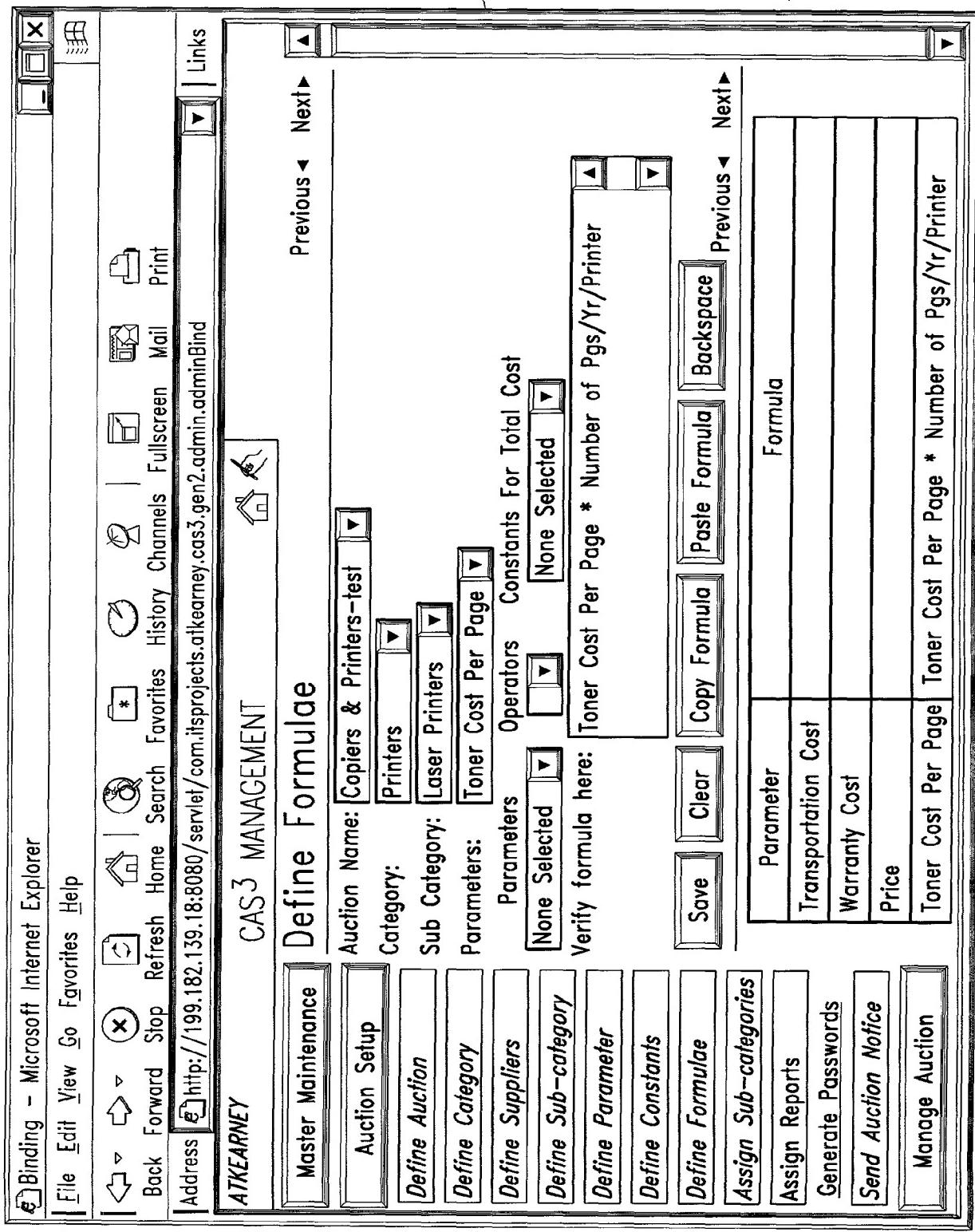
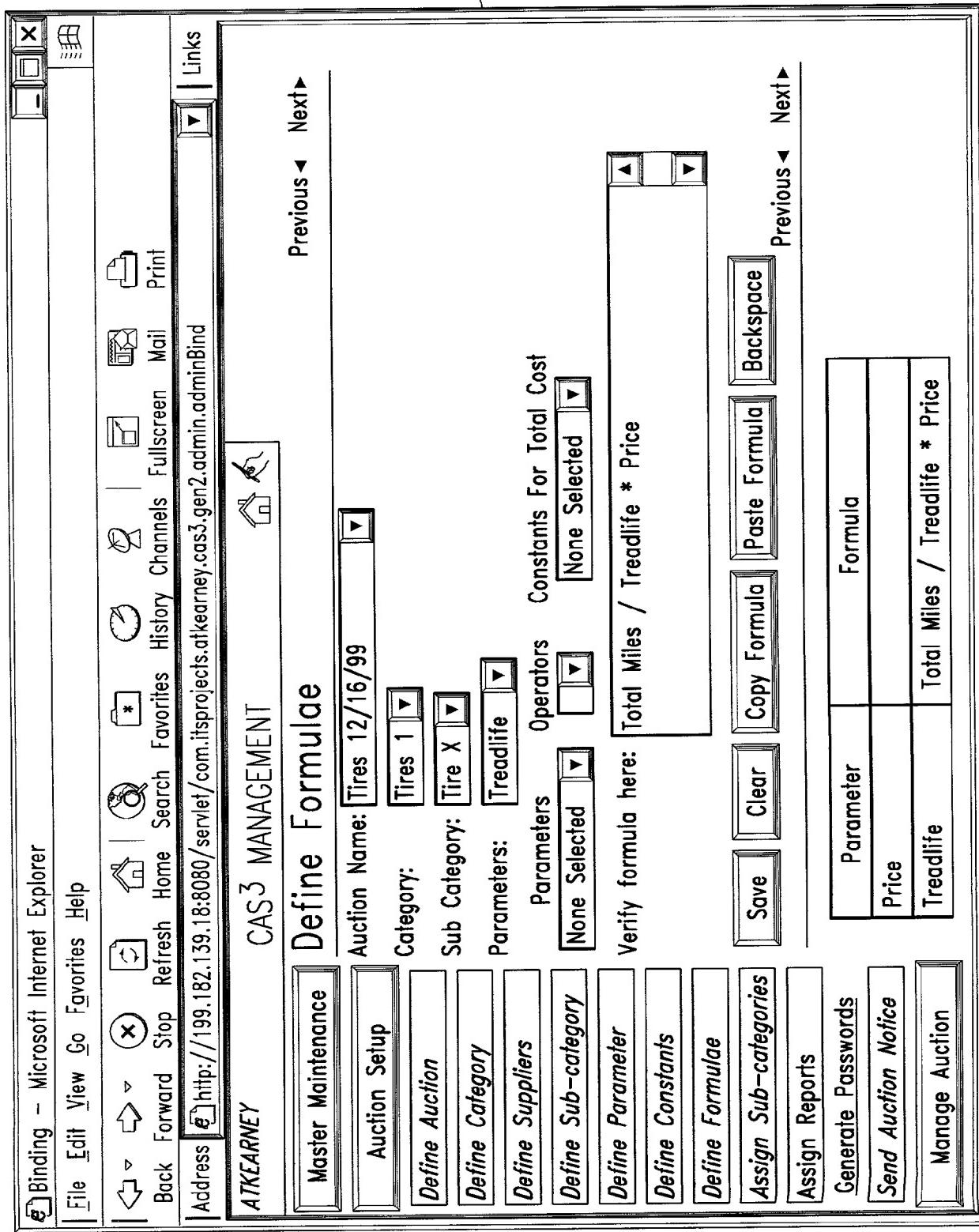


FIG. 204



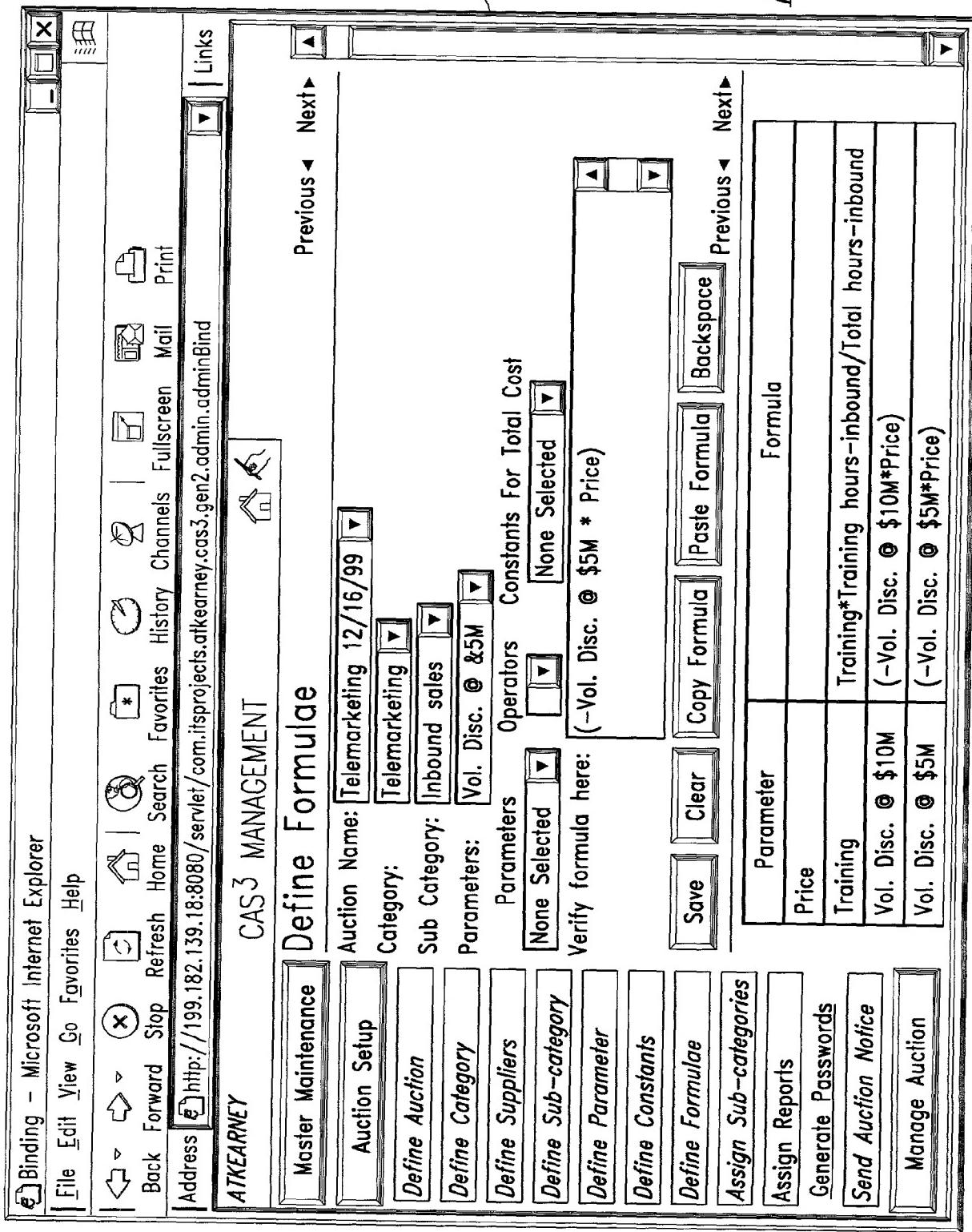


FIG. 20C

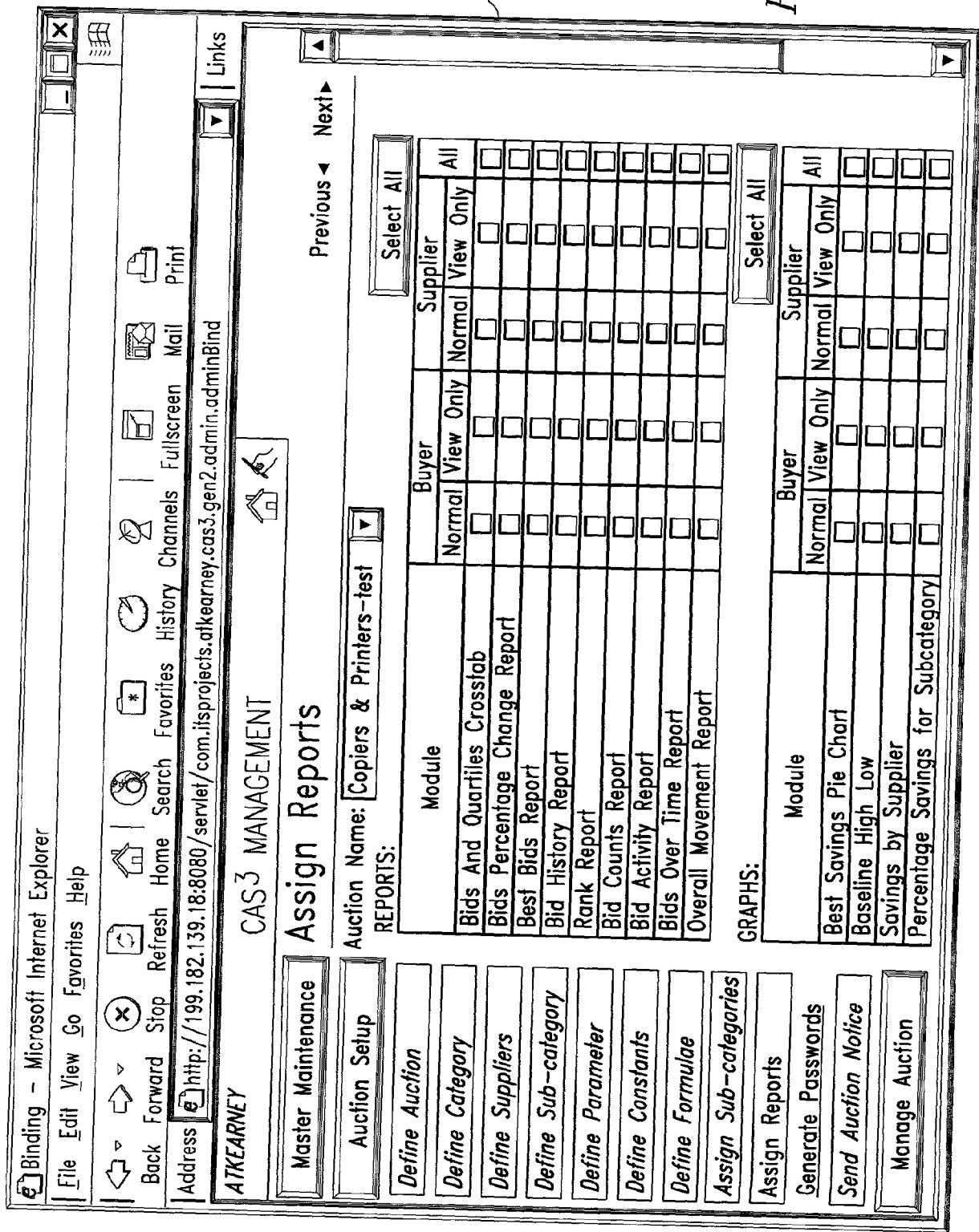


FIG. 21A

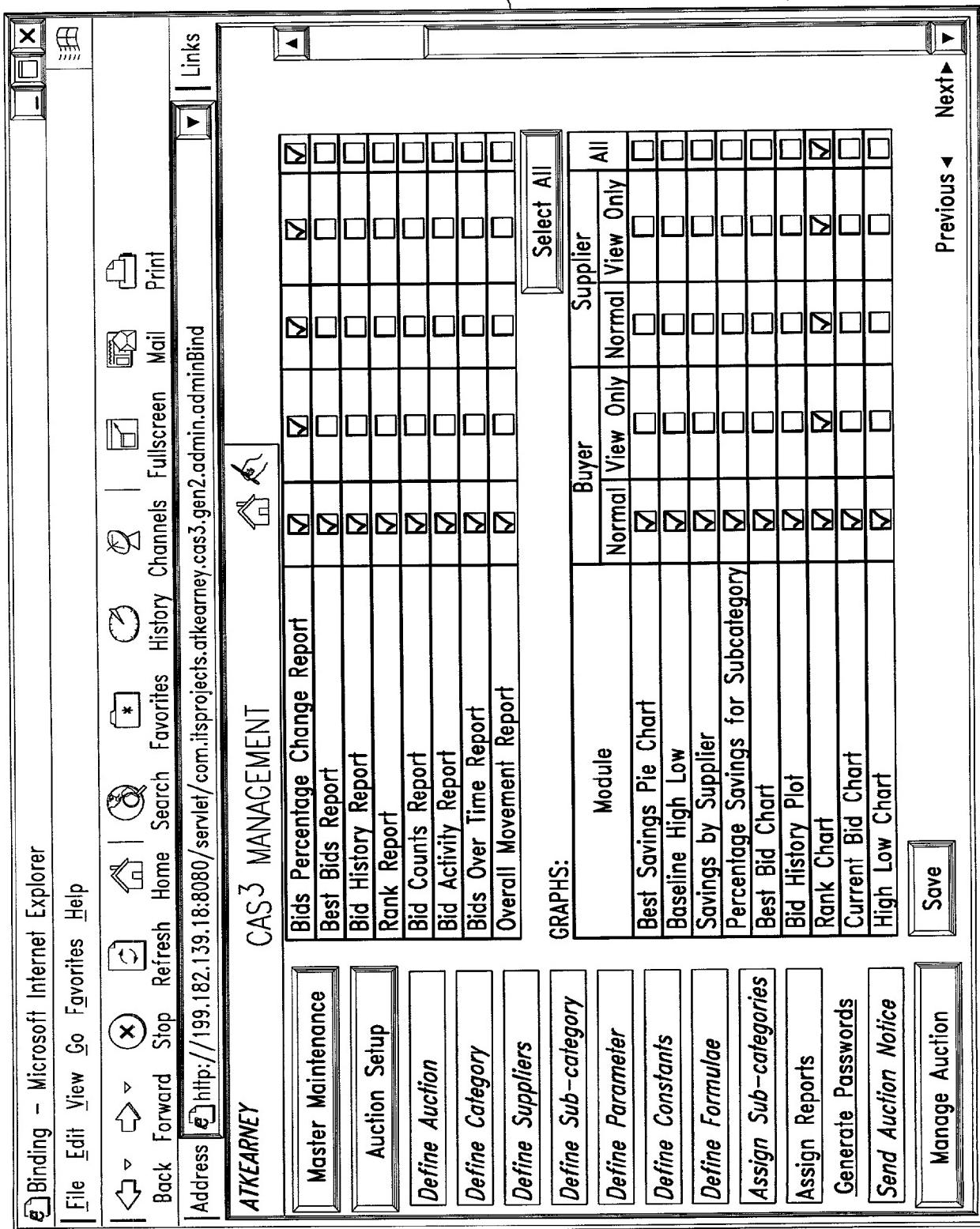


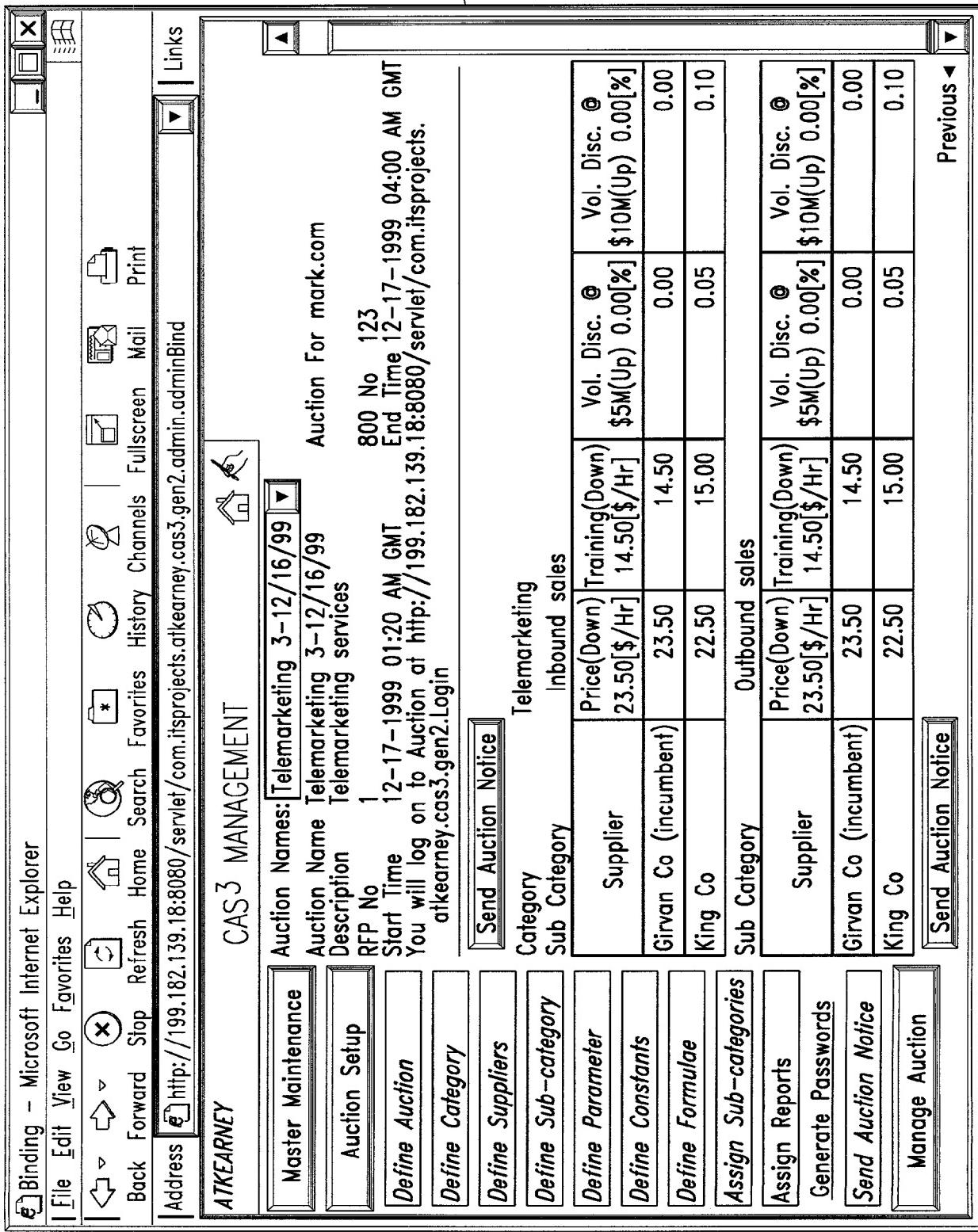
FIG. 21B

ATKEARNEY CAS3 MANAGEMENT

Send Auction Notice

Master Maintenance	Auction Name: Copiers & Printers-test
Auction Setup	Auction Name Copiers & Printers-test Description Copy of Demo 12/16/99, with different total cost-cf
Define Auction	RFP No 12345 Start Time 12-16-1999 11:00 PM GMT
Define Category	You will log on to Auction at http://199.182.139.18:8080/servlet/com.itsprojects.gen2.Login
Define Suppliers	Send Auction Notice
Define Sub-category	Category Copiers
Define Parameter	Sub Category B&W 100 Pgs Per Minute
Define Constants	Supplier Price(Down) Sorter(Down) Operating Cost Maint. Cost Per Page(Down)
Define Formulae	[\$ per unit] 150.00 Per Page(Down) 0.05[\$ per page] 0.05[\$ per page]
Assign Sub-categories	Canon(incumbent) 9,300.00 150.00 0.05
Assign Reports	Ricoh 9,400.00 200.00 0.045
Generate Passwords	Sub Category Color
Send Auction Notice	Supplier Price(Down) Operating Cost Per Page(Down) Maint. Cost Per Page(Down)
Manage Auction	[\$ per unit] 15,000.00 0.18[\$ per page] 0.07[\$ per page]

FIG. 22A



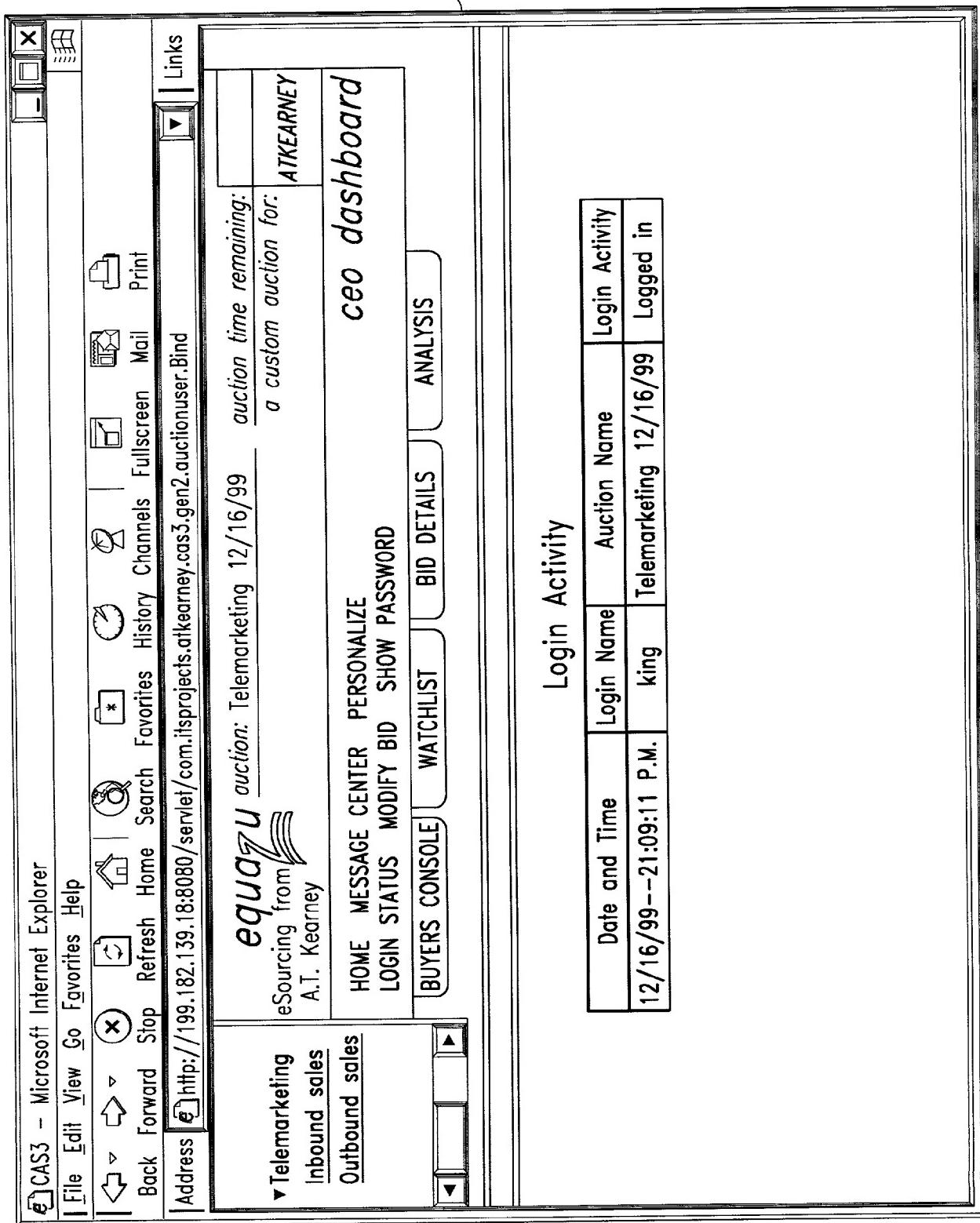


FIG. 23

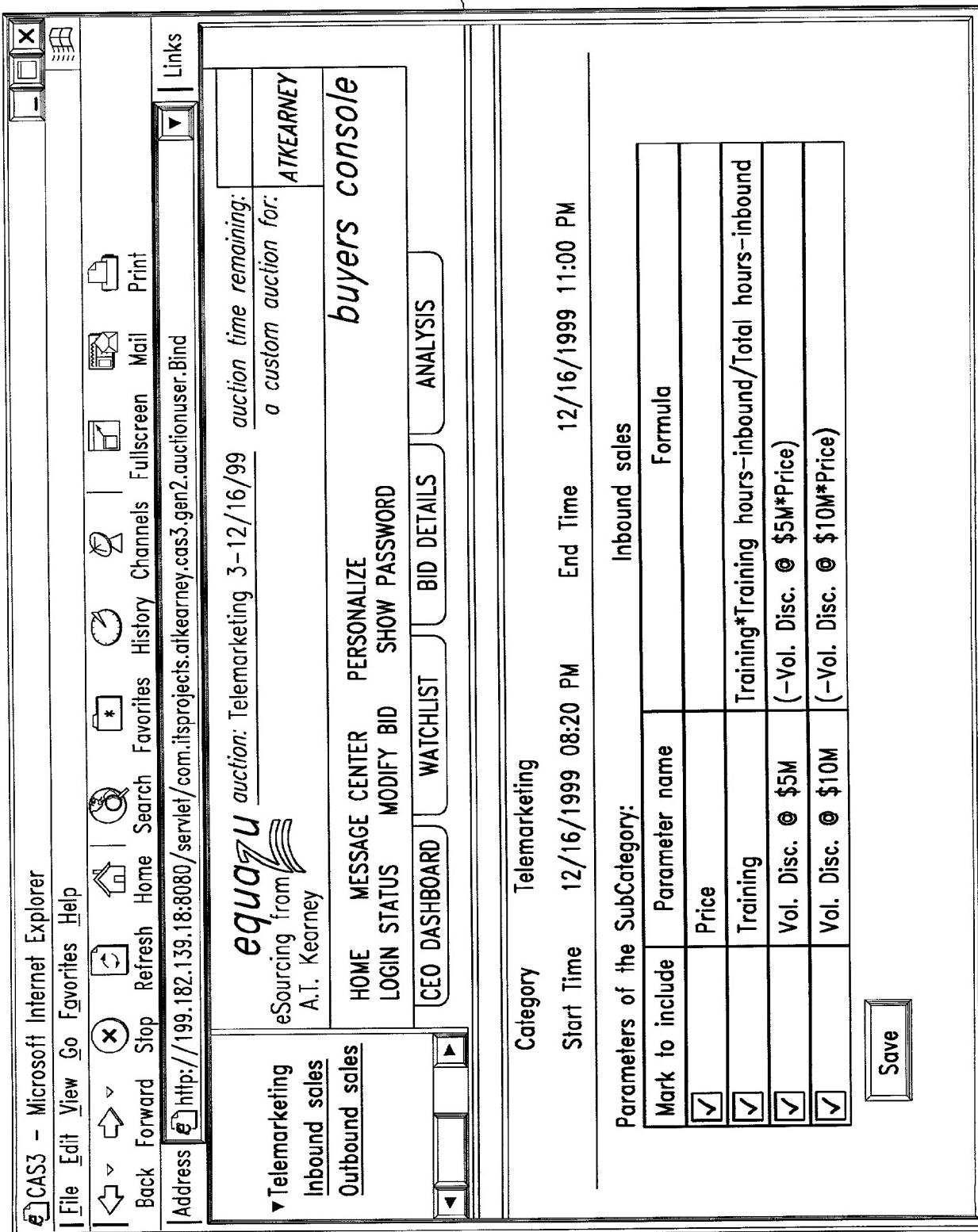


FIG. 23A

FIG. 24

CASS3 - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address <http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cass3.gen2.auctionuser.Bind> Links

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equazu auction: Telemarketing 2-12/16/99 auction time remaining:
 a custom auction for: ATKEARNEY

bid details

eSourcing from A.T. Kearney

Telemarketing

Inbound sales

Outbound sales

HOME MESSAGE CENTER PERSONALIZE

LOGIN STATUS MODIFY BID SHOW PASSWORD

CEO DASHBOARD WATCHLIST BUYERS CONSOLE ANALYSIS

Category Telemarketing

Start Time 12/16/1999 04:20 PM End Time 12/16/1999 11:00 PM

Export To Excel

Sub Category	Inbound sales	Baseline Total Cost	23.69	Quantity	150,000					
Supplier	Price [\$/Hr]	Training [\$/Hr]	Vol. @ \$5M [%]	Disc. @ \$10M [%]	Total Cost [\$/Hr]	Savings [\$/Hr]	%	Total Volume [\$/Hr]	Total Savings [\$/Hr]	Switching Cost [\$/Hr]
Girvan Co	23.50	14.50	0.00	0.00	23.69	14.31	60.38	3,554,000.00	2,146,000.00	0.00
King Co	22.50	15.00	0.05	0.10	19.32	18.68	96.64	2,898,750.00	2,801,250.00	5,000.00

Export To Excel

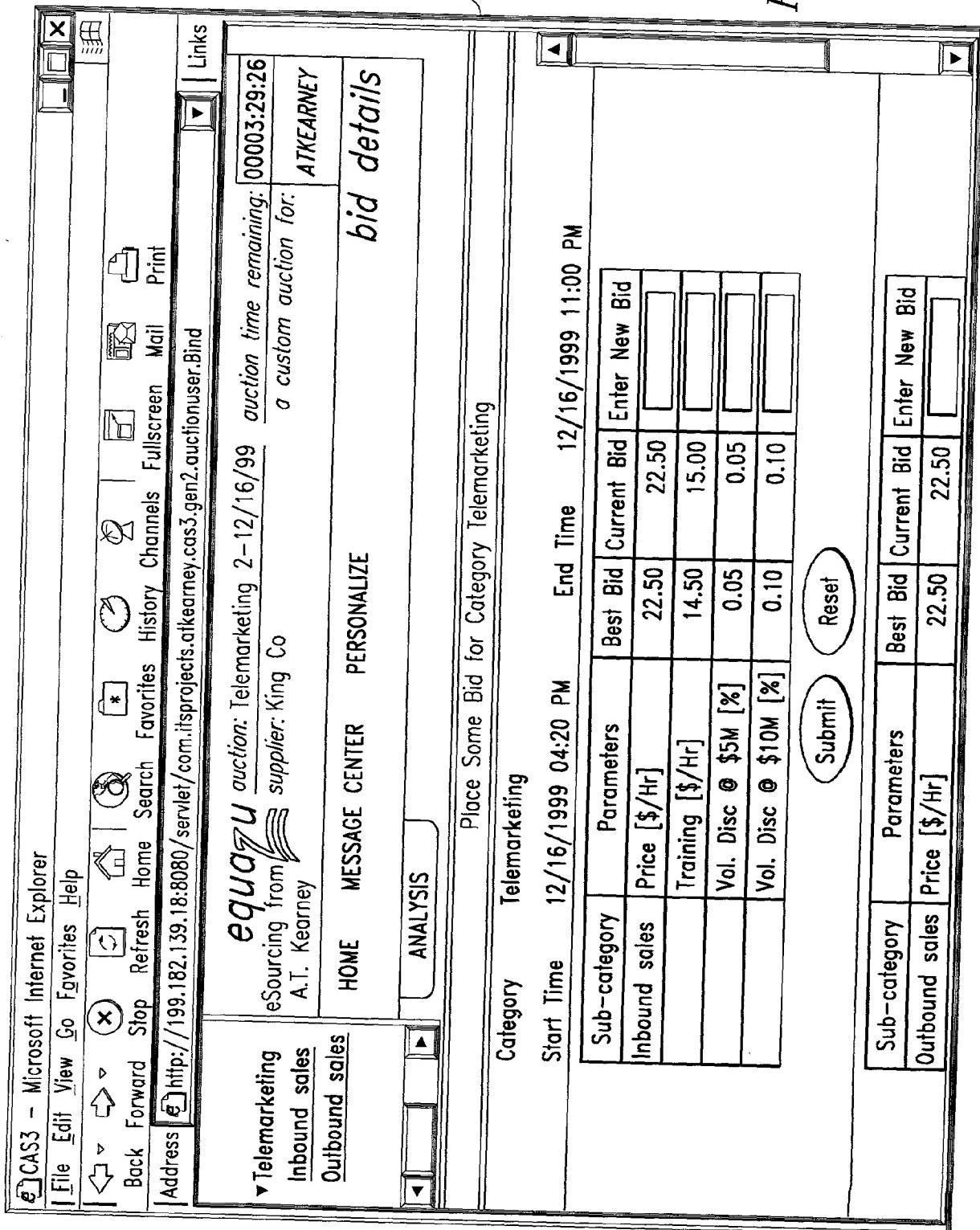
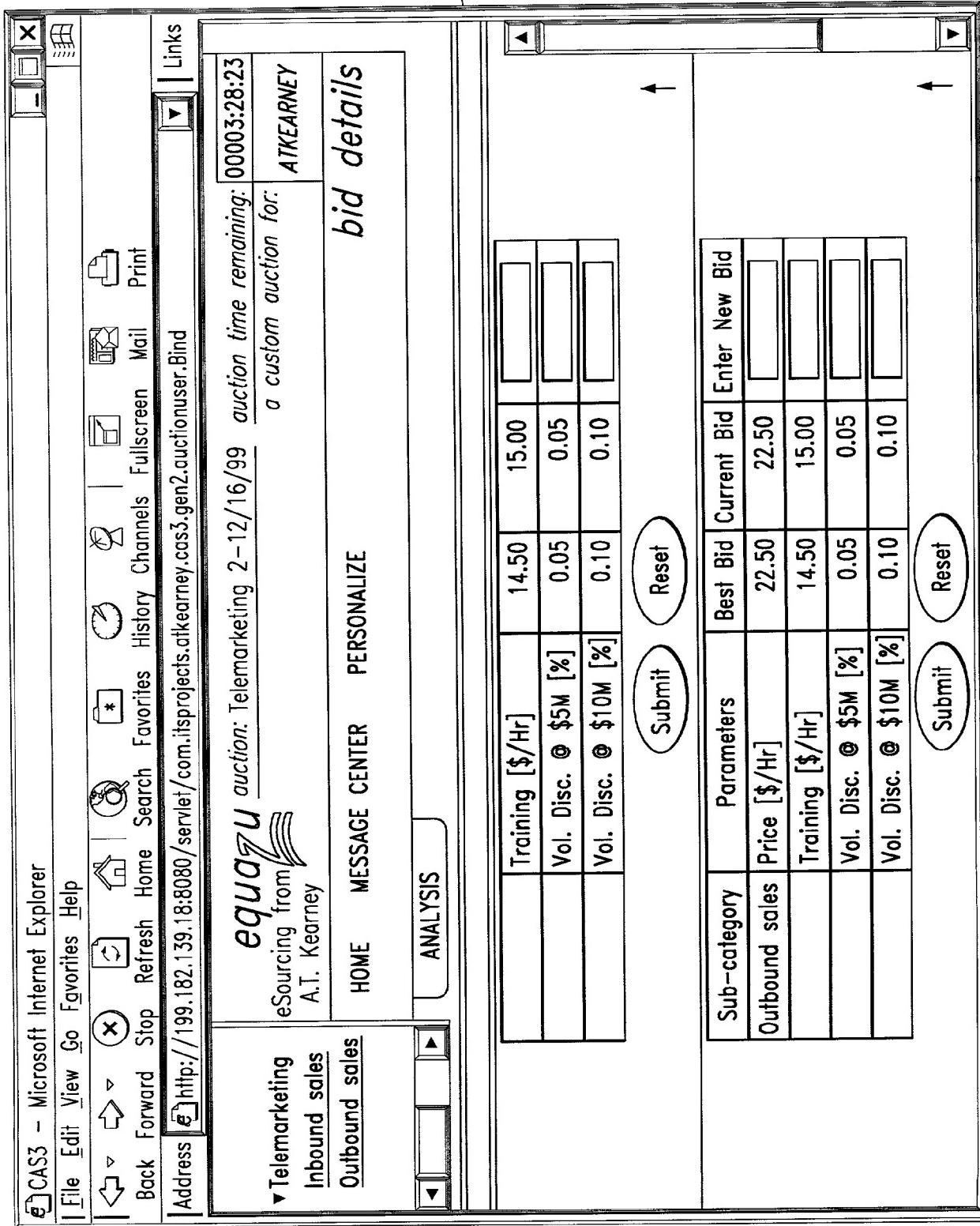


FIG. 25A



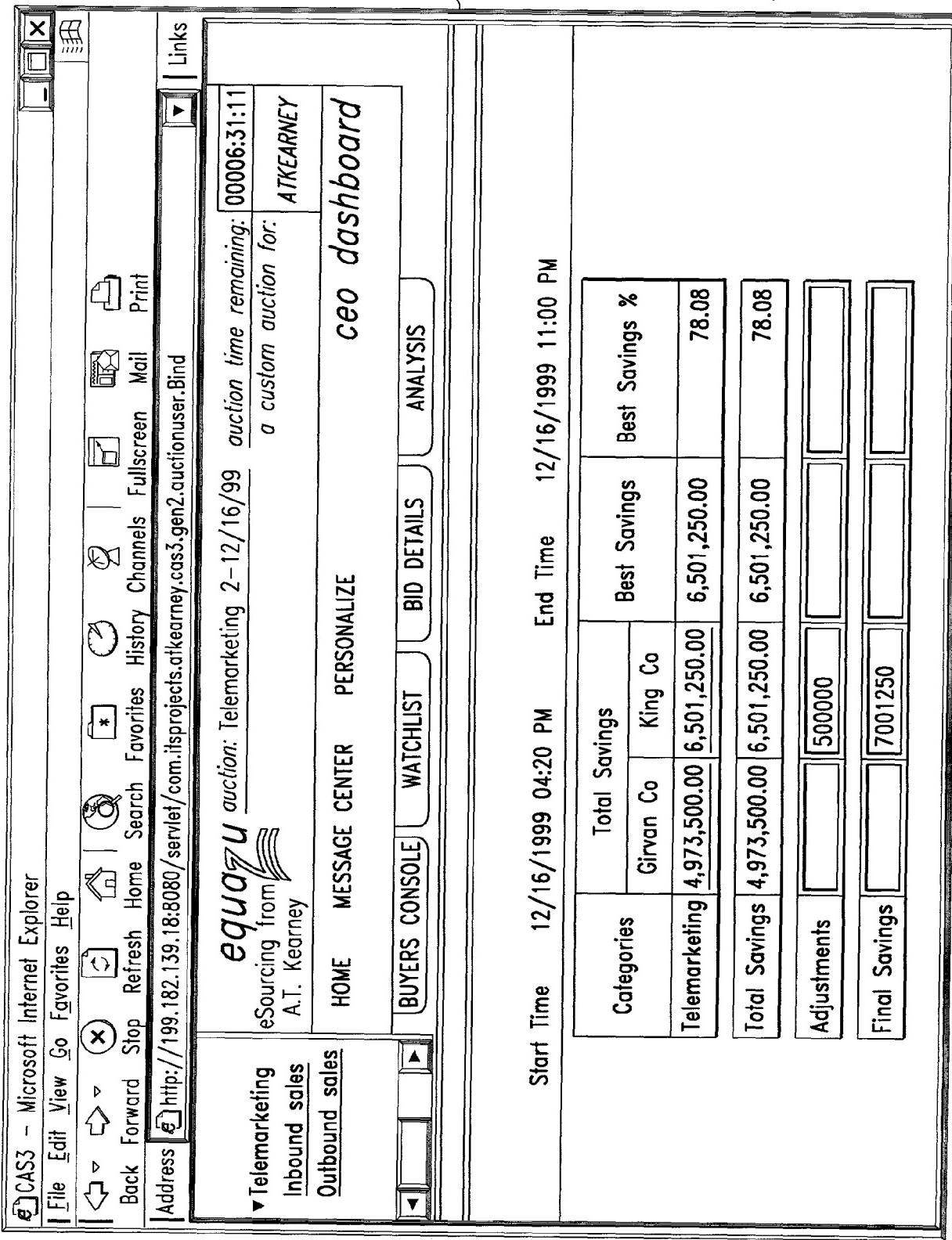


FIG. 26

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FIG. 27

Category	Telemarketing						
Start Time	12/16/1999 04:20 PM						
End Time	12/16/1999 11:00 PM						
Sub Category	Inbound sales	Baseline	Total Cost	23.69	Quantity	150,000	
Supplier	Price [\$/Hr]	Total Cost [\$/Hr]	Savings [\$/Hr]	Savings [%]	Total Volume Cost [\$/Hr]	Switching Cost [\$/Hr]	
Girvan Co	23.50	23.69	14.31	60.38	3,554,000.00	2,146,000.00	0.00
King Co	22.50	19.32	18.68	96.64	2,898,750.00	2,801,250.00	5,000.00

FIG. 28

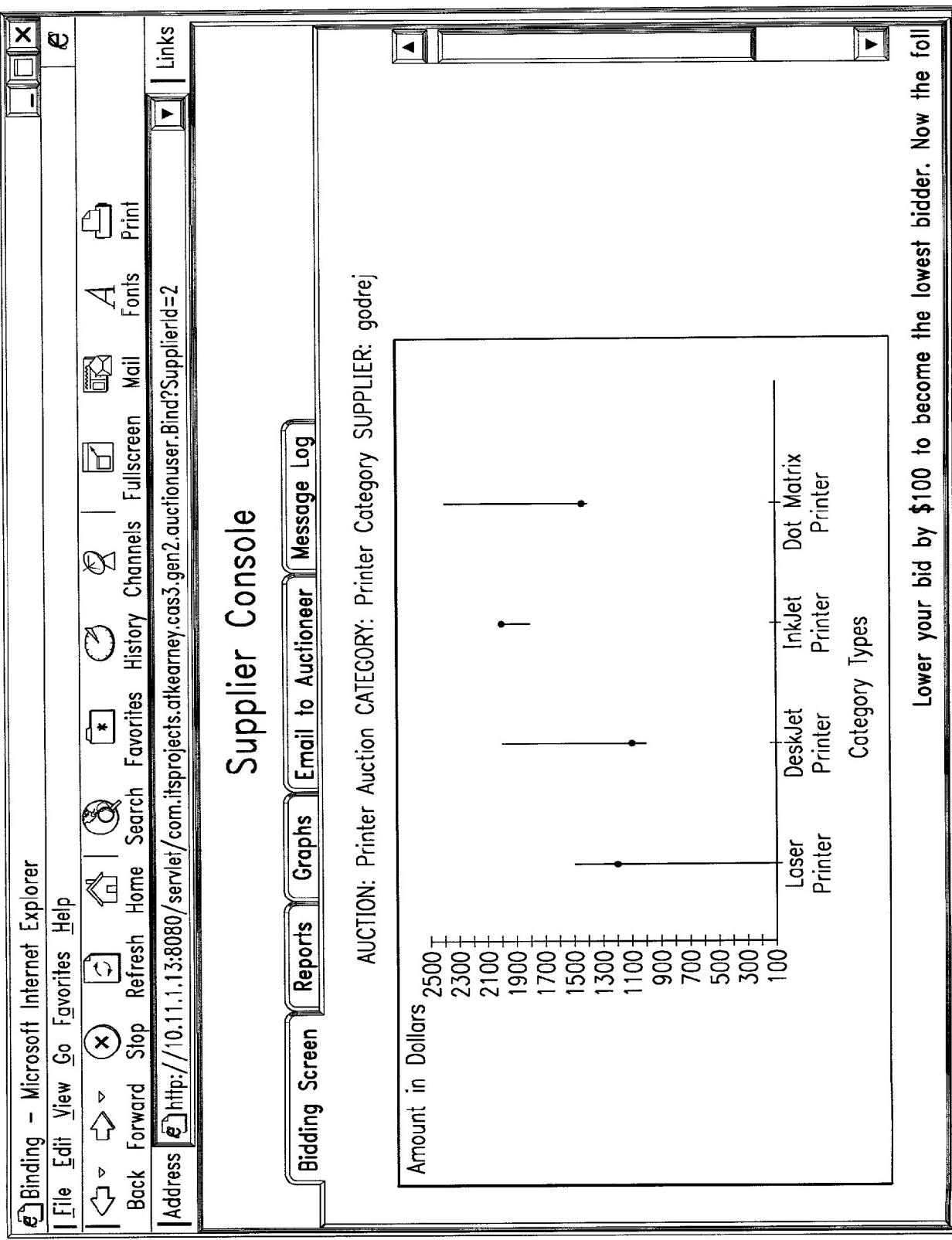


FIG. 29

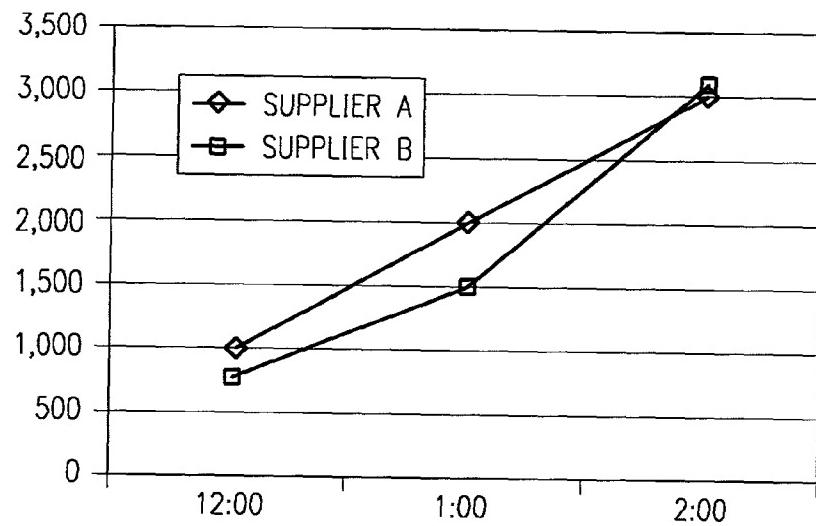


FIG. 30

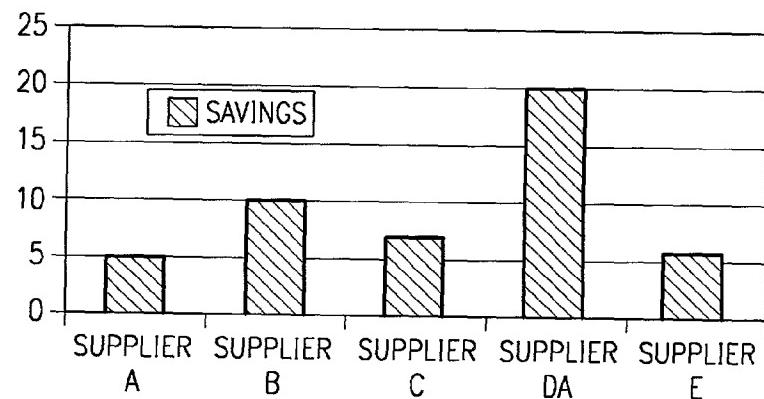


FIG. 31

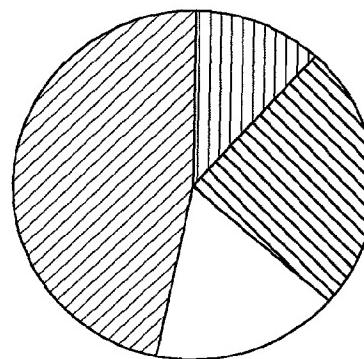
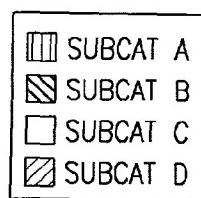
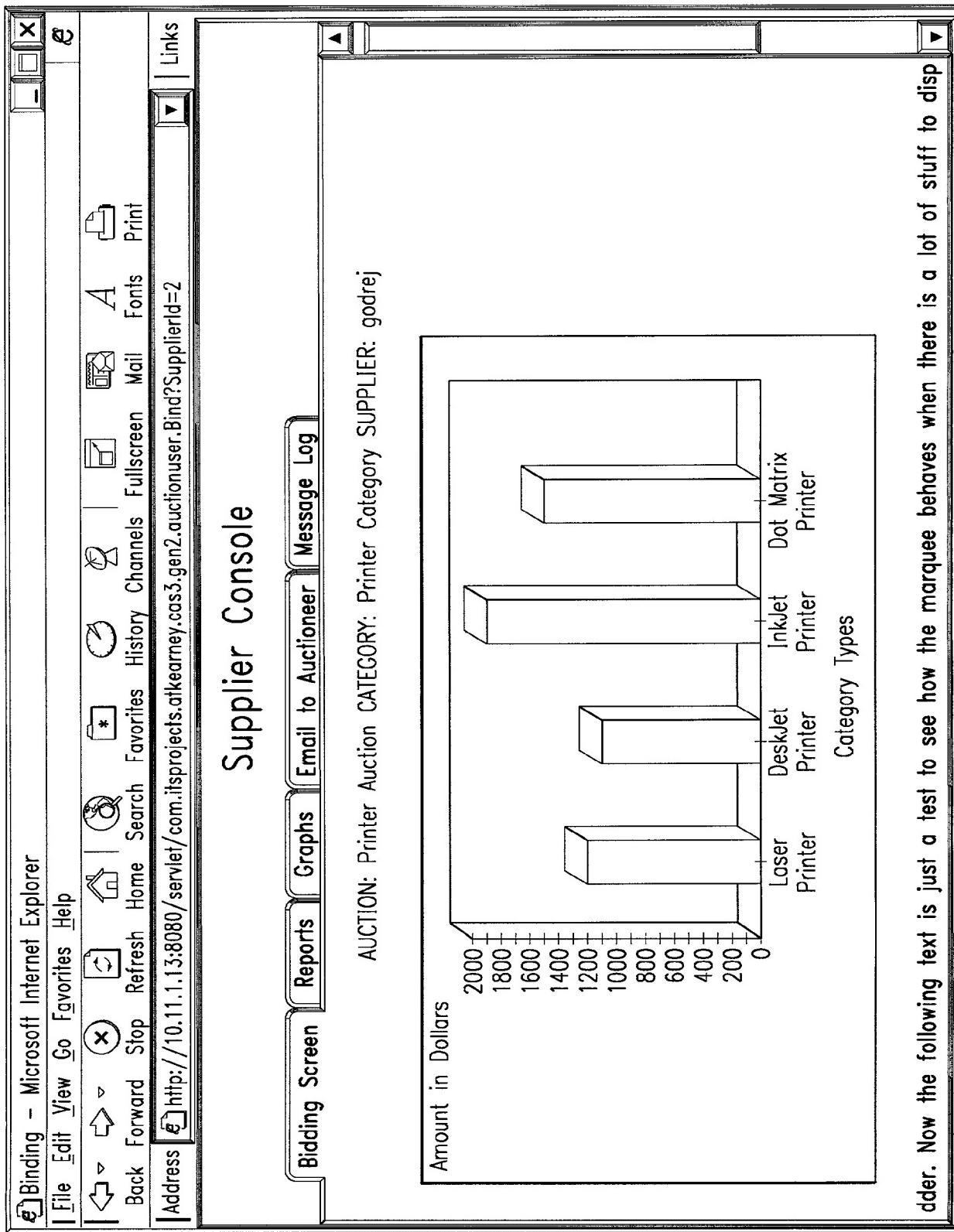
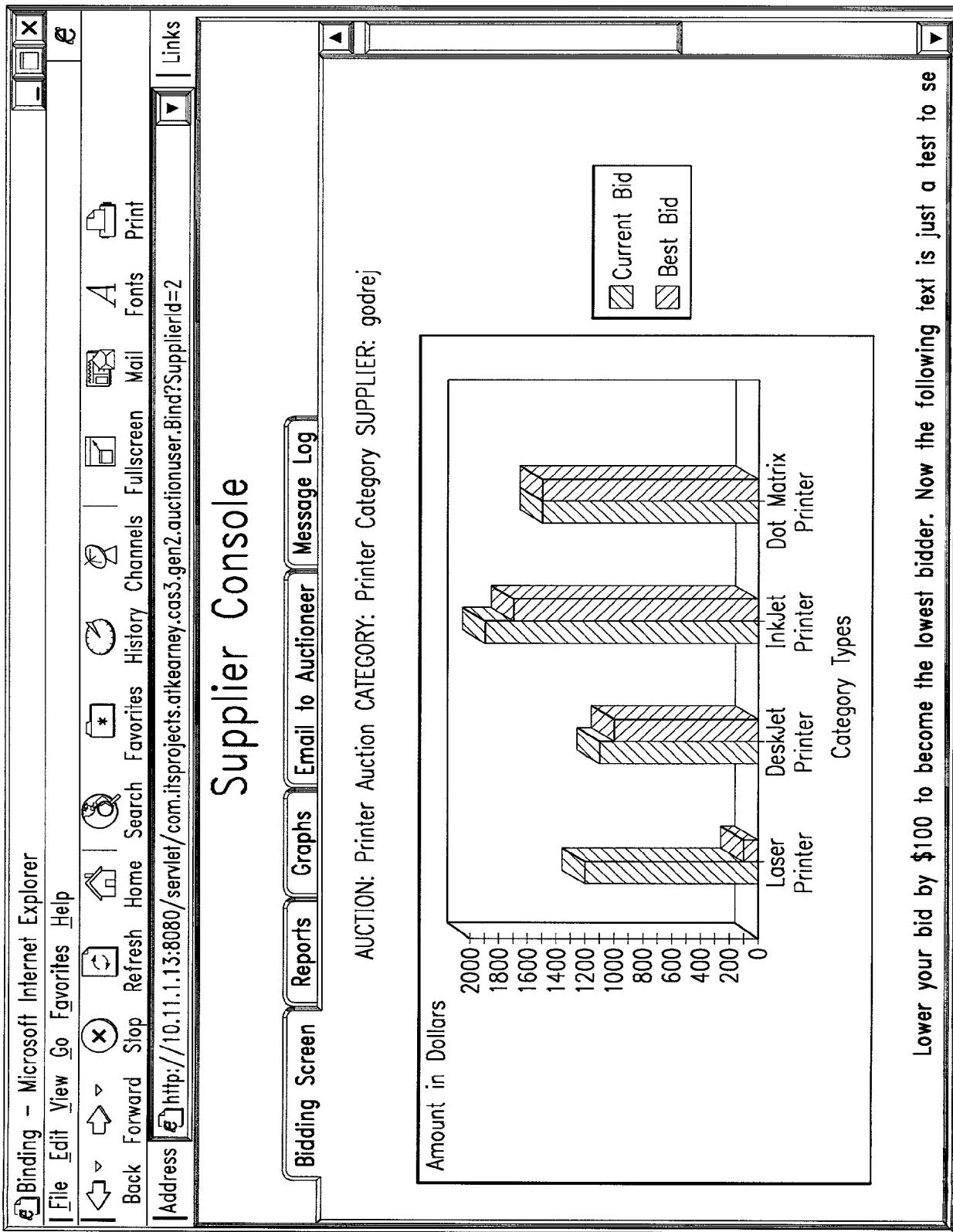


FIG. 32



dder. Now the following text is just a test to see how the marquee behaves when there is a lot of stuff to disp



Lower your bid by \$100 to become the lowest bidder. Now the following text is just a test to see

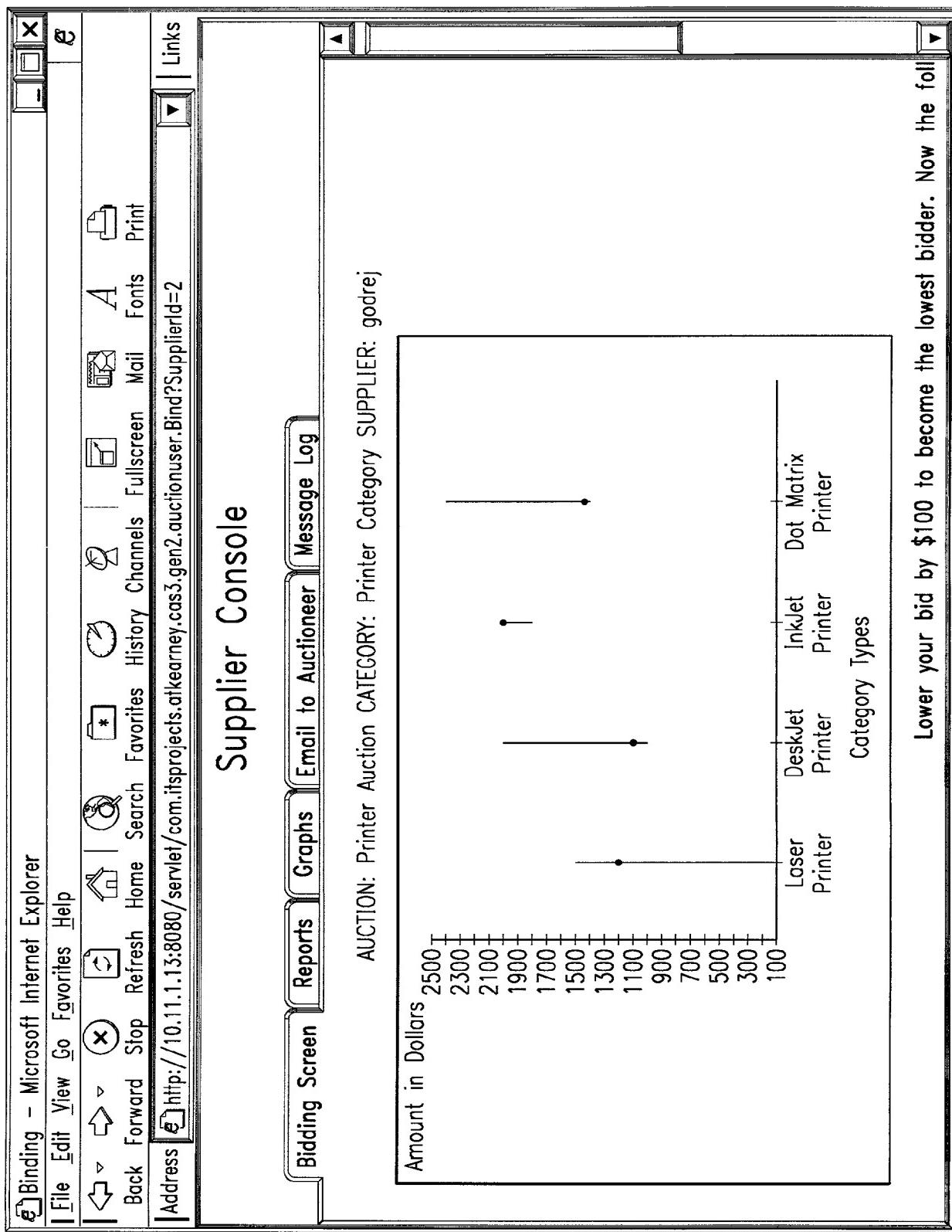
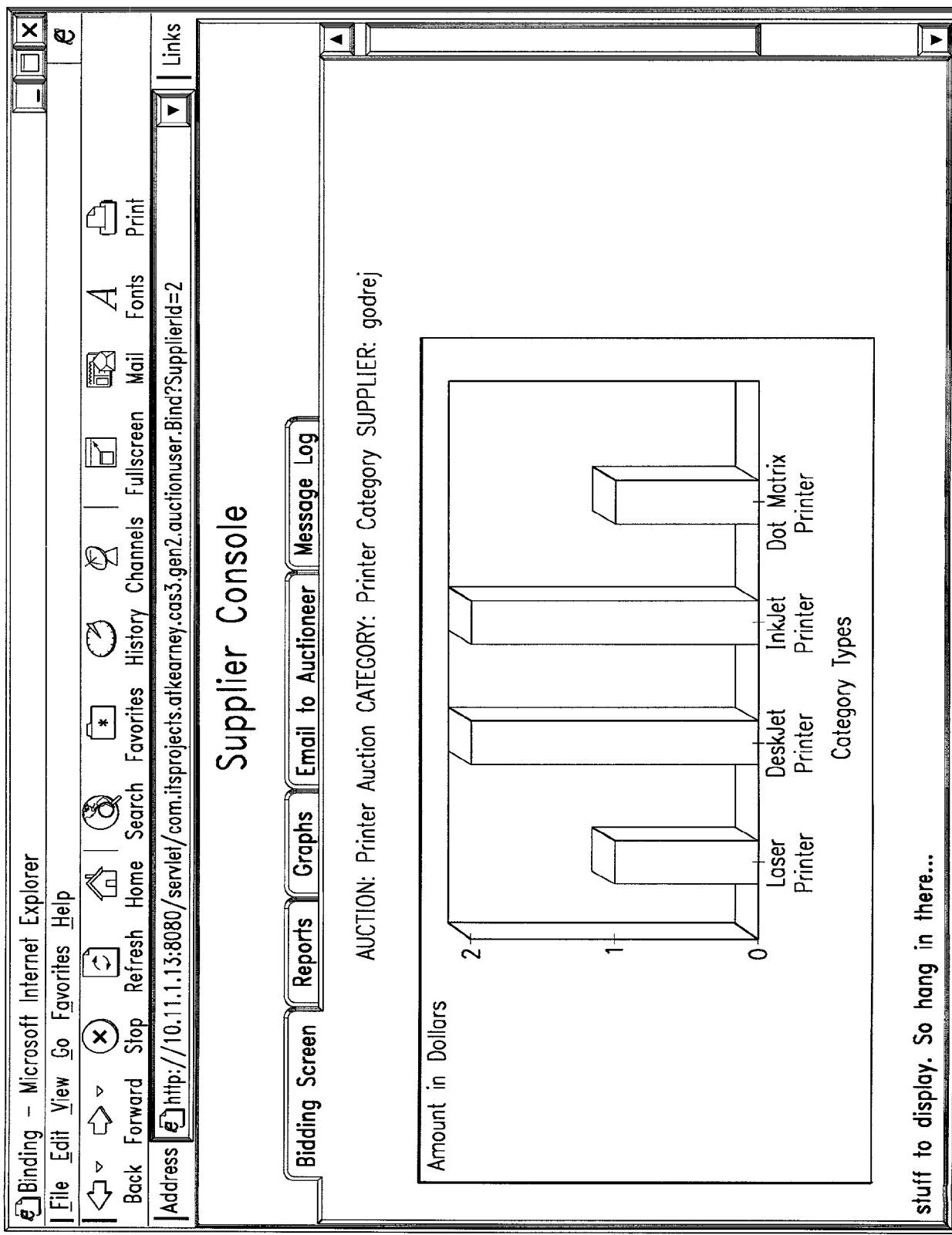


FIG. 34

Lower your bid by \$100 to become the lowest bidder. Now the fol

FIG. 35



stuff to display. So hang in there...

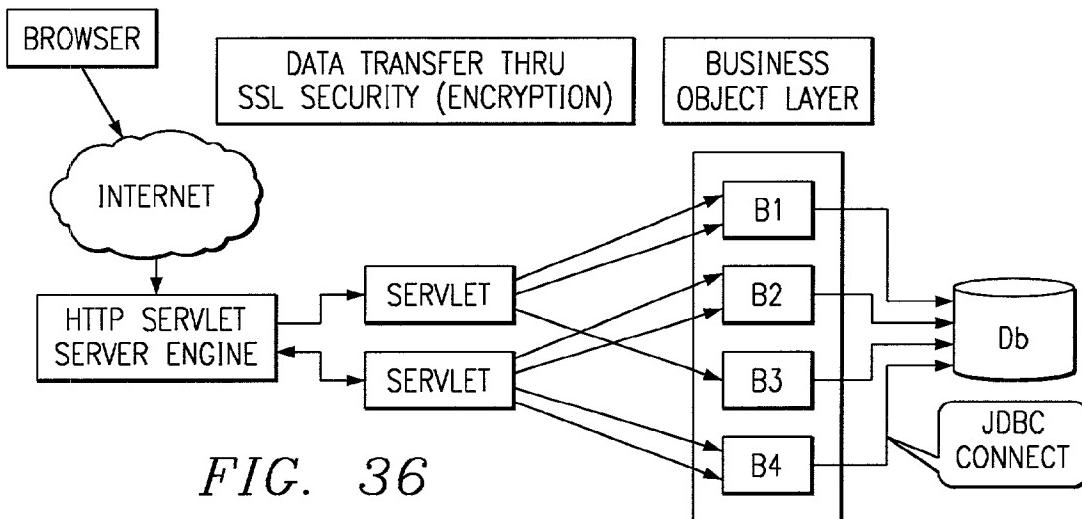


FIG. 36

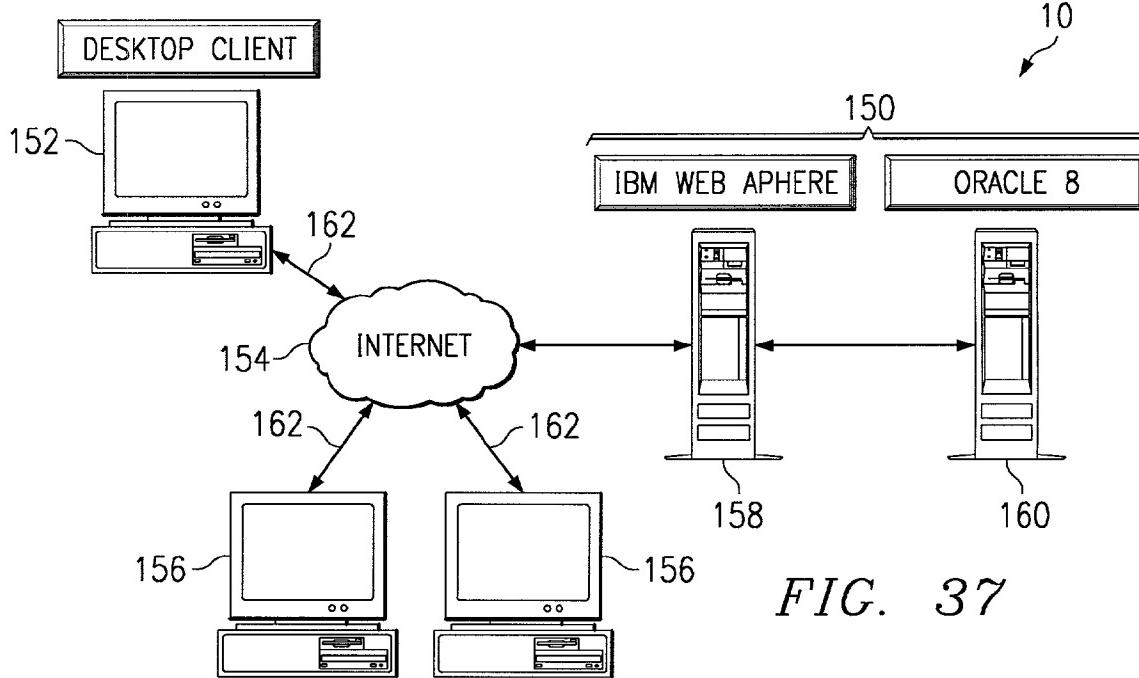


FIG. 37